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MODERN MERCHANT AND GROCERY WORLD

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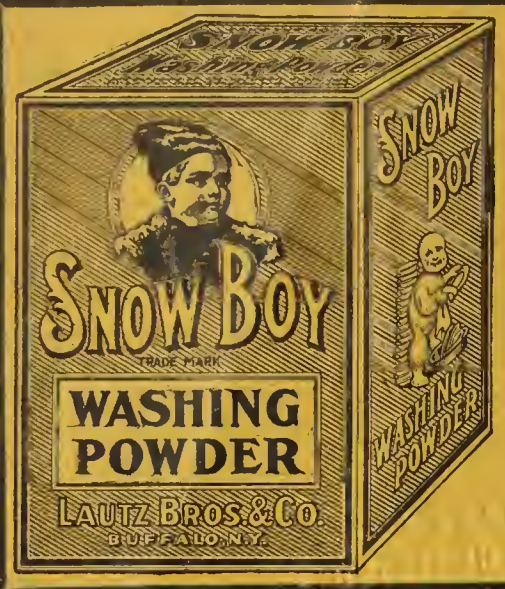
VOL. LXII. PHILADELPHIA, July 3, 1916. No. 1

"What I want to know is," said a grocer the other day, "how I can sell goods at cost and make money." That is not the problem, friend, and you are wasting time considering it. Of course nobody is doing that.

Federal Trade Commission Will Announce New Plan for Retailers Bookkeeping Within Thirty Days.

Southern Jobber Gives Hard Bang to Free Deals, Which He Says Aren't Free at All.

Complete Summary of All New Legislation Affecting Grocers Pending in Congress or the States.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

You Know the Package

It stands for all that is clean, pure and sanitary in food manufacture, and for all that is humane in the treatment of employes.

Shredded Wheat

is in a class by itself. It is the best advertised cereal food in the world—sold in every city, town and village in the United States and Canada. Always the same high quality. If your customers eat it for breakfast, ask them to try it for luncheon with sliced bananas or other fruits.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



I Can't Talk

to you personally, but our coupon books can. Have us send you samples of our

Indexed Coupon Books

and let them tell you how to save losses—disputes—bookkeeping—control credit accounts—bring the cash—prevent forgotten charges, etc. Inexpensive—F. O. B. destination—all sizes.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



Don't Sell Unprofitable Wheat Cereals

Every grocer must sell at least one wheat cereal. Some wheat cereals actually cost him money to sell, instead of paying a profit.

Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

How Many Specialty Salesmen Called on You To-day?

How many specialty orders did you sign?

How many of them bore one of the above stamps?

If some of those orders were stamped and some were not, please do us the favor to watch the lot of them and see what happens. See whether the stamped orders will come through any quicker, and be filled any more satisfactorily. Just size them up and see whether there is anything in what we say about the desirability of confining yourself to stamped specialty orders.

Of course, every order you sign in a day may be stamped, in which case you will have no trouble.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

You can make just as much money selling nationally advertised goods as you can selling any others. That is too moderate a statement—you can make more money, because the selling is done for you.

Never forget that a fine offer of 25 per cent. extra profit for selling an unknown brand isn't so fine if you have to spend 400 per cent. more work earning it.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"



Look at These Shelves

Here is a store fitted with **Baines' Brackets.** Our word for it, there are at least 25 per cent. more goods on the shelves here than there can possibly be on the shelves of any similar store using the old style shelves. No crowding either.

The point about **Baines' Brackets** is that they hold up the shelves without uprights. That gives you the use of the whole unobstructed shelf length, and not only greatly improves the appearance of your stock, but gives you a place for at least one-fourth more goods.

PIQUA BRACKET COMPANY
PIQUA, OHIO

The Scale Hospital

Scales of All Kinds Repaired
Made Like New
Refrigerators Repaired and Moved
Store Fixtures of All Kinds
Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

This Raisin is Making Business

Our sensational, nation-wide educational campaign in "Saturday Evening Post" full pages, "Ladies' Home Journal" colored pages, and newspapers, is creating a lively demand for *Sun-Maid Raisins* with people who seldom bought raisins before. This campaign is putting new life into a department of the grocery business. Raisins have never before been advertised like this.

SUN-MAID Raisins

Sun-Maid Raisins are the best raisins that can be grown. They are the pick of 8000 California vineyards—deep-juiced, full flavored grapes, sun-cured in the vineyards, and sent fresh throughout the country in pound cartons.

Three Varieties—Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded).

Your Jobber Can Supply You
CALIFORNIA ASSOCIATED RAISIN CO.
Membership 8000 Growers (281) FRESNO, CALIFORNIA

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

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Pending New Laws Affecting Grocers and General Storekeepers

Congress and Many Legislatures Are Considering Measures Vitally Affecting the Trade. An Interesting Summary Showing the Trend of Laymen's Thoughts as to Trade Needs.

The "Modern Merchant and Grocery World" presents here a complete summary of new legislation affecting grocers and general storekeepers which is pending not only in Congress but also in the various States. It is compiled from the report of the Pure Food and Legislative Committee of the National Wholesale Grocers' Association, which was presented at the recent convention in Boston:—

CONGRESS.

Pending Legislation.

Among the more important measures now pending are the following:—

Eight that require the branding of the manufacturer's name. Some of these bills relate to clothing and commodities other than food.

A bill requiring a statement of ingredients on mixtures and compounds.

Two bills require the date of packing on the label. One of these requires canned meat products to be labeled with the date of inspection and packing or canning. The other is a cold storage measure that would require the date of production, killing, packing or manufacture and period of time in cold storage to appear upon the label.

Three bills propose to amend the Food and Drugs Act. One of these exempts certain containers of cheese from the weight or measure branding requirements. The other two relate to drugs.

Three bills relate to misbranding generally.

Three bills require all articles manufactured in the United States and entering into interstate commerce to be branded "Made in America."

Several measures propose to amend the law relating to bills of lading. Among these is Senate Bill No. 19, which is based on the uniform statute which has been enacted in about one-third of the States. This bill has passed the Senate and is now in the House Committee on Interstate and Foreign Commerce.

Two bills propose to fix the size of containers of berries and fruits, and two prescribe standard boxes for apples.

A bill would make the weights and measures of the metric system the sole standard of weights and measures in the United States on and after July 1, 1920. In the meantime, the metric system is to be permissive.

The manufacture, sale or transportation of such alimentary pastes as macaroni, spaghetti, vermicelli and noodles containing added artificial coloring matter, is prohibited in a pending bill.

Three bills relate to oleomargarine. One of these permits coloration of oleomargarine to look like butter, and removes all taxes therefrom. Another proposes to change the name of oleomargarine to "margarine," and the third bill seeks to repeal the tax on oleomargarine.

A pending bills seeks to repeal the Mixed Flour Law. It also proposes to amend the Food and Drugs Act by adding new provisions requiring, among other things, packages of mixed flour to be branded with the words "mixed flour," and also with the names of the percentages or relative proportions of all ingredients contained therein.

A proposed law appropriates $100,000 to enable the Post Office Department to experiment with a plan for direct dealing between the producer and the consumer through parcel post service, employing mail order methods.

There are several price maintenance bills pending.

Several bills propose to amend the Federal Trade Commission Act, and it is also proposed to amend the Clayton Act.

KENTUCKY.

A law was enacted prohibiting false or misleading advertisements.

Laws relating to sanitation in food establishments and the sale of agricultural seeds were also enacted.

A law was enacted relating to the analysis and examination of foods by the Kentucky Agricultural Experiment Station. It provides that the Experiment Station may fix reasonable fees for examination of samples of food or drugs or labels submitted by manufacturers or dealers for the purpose of determining whether such products or labels comply with the law. Whenever a sample has been found adulterated or misbranded, the Experiment Station shall collect a fee not to exceed $15 to cover costs of investigation or analysis and to be taxed as costs in court proceedings.

The grading, packing, marking and shipping of apples is regulated by a new law. Standard grades or classes are established for apples grown in the State when packed in closed packages.

MARYLAND.

Chapter 375 amends the law establishing a standard barrel for green peas or beans in the hull.

Chapter 163 is a cold storage measure applying to fresh meat, fresh meat products and all fish, game, poultry, eggs and butter.

Chapter 208 provides that chicory mixed with coffee may lawfully be sold if the chicory does not exceed 15 per cent .of the mixture and the package bears the words in letters of the same size and style, but not less than one-half-inch high, "coffee and chicory." The label may also contain the name and address of the manufacturer and distributor, a non-descriptive brand name and the statement of the net weight of the package contents, but no other printed matter. The mixture shall contain no cereal in any form. Effective June 1, 1916.

Chapter 667 amends the general food law providing that food in package form shall be labeled with a statement of the quantity of the contents in terms of weight, measure or numerical count and provides that reasonable variations shall be permitted and tolerances and also exemptions as to small packages shall be established by rules and regulations made by the State Board of Health. Contains a provision allowing one year for the disposal of goods on hand that are not labeled with the weight or measure, i. e., April 18, 1917.

Chapter 704 provides, among other things, that every person, firm or corporation, other than manufacturers or packers, who shall sell or deliver any stamps, coupons, tickets, certificates or other similar devices which are or may be redeemable for merchandise, shall take out and pay an annual license fee of $1,500, and every manufacturer or packer who shall sell or deliver any such stamps, coupons, tickets, certificates, etc., in connection with the sale of its own manufactured or processed products shall take out a license and pay an annual license fee of $50.

Chapter 627 establishes various grades or classes for apples when packed in barrels or other closed packages and provides for the packing, marking and shipment thereof. Apples packed and branded in accordance with the United States law approved August 3, 1912, are exempt from the provisions of the act.

MASSACHUSETTS.

Chapter 157 amends the existing law by exempting bread sold in wrapped or package form from the provision requiring the net quantity of the contents marked thereon.

Chapter 58 is an amendment of the existing law and prohibits the false labeling of the word "kosher" on food products.

Chapter 63 amends the existing law relating to the packing, grading and sale of apples.

Chapter 149 prohibits false and misleading advertisements.

Chapter 189 amends the existing law relating to vinegar standards, by making the law in some respects more uniform with the National statute.

The Legislature at this writing is still in session. Bills on the following subjects, some of which have been withdrawn, defeated or vetoed, were also introduced:—

Sale of evaporated eggs, general food and drug law, sale of goods in bulk, branding of agricultural products, sale of unwholesome food, cold storage, trading stamps, dating of spring water, prohibiting the use of saccharine and the licensing of wholesale dealers in confectionery and tobacco.

MISSISSIPPI.

The uniform negotiable instruments law and also two liquor laws were enacted.

Bills on the following subjects were introduced, but failed of passage:—

Establishing a market bureau, weights and measures law amendment, mail order houses—tax on, trading stamps and coca-cola.

NEW JERSEY.

Chapter 181 amends the existing weight or measure branding law. The enforcement of the statute is placed upon the Superintendent of Weights and Measures instead of upon the State Board of Health. This bill does not amend the General Food Law, but is an independent act.

Chapter 101 is a cold storage measure and applies to fresh meat and fresh meat products (except in the process of manufacture), fresh food fish, game, poultry, eggs, milk and milk products and edible fats and oils. Articles placed in cold storage must be plainly marked with the date of entry and date of removal from the warehouse. Among other things, the act requires the display of placards in connection with the sale of cold storage food. Takes effect July 1, 1916.

Bills which would prohibit the sale by retail grocers and other general merchants of ordinary household remedies were introduced, but failed of passage.

Bills to prohibit the use of saponin and to regulate the use of trading stamps were also introduced, but failed of passage.

NEW YORK.

Chapter 228 amends the Agricultural Law relating to the sale of farm prpoduce on commission by including live stock within the definition of "farm produce."

Chapter 125 amends the Agricultural Law in relation to vinegar. Standards are established for various vinegars. Packages containing mixtures of two or more vinegars shall be plainly marked or branded with the word "compound," together with the proportions of the vinegars so mixed in addition to other requirements. Packages containing vinegars made from wine or fruits which have been reduced with water, must be plainly marked or branded "reduced to — percentum acid strength," indicating the acidity to which they have been so reduced, or words equivalent thereto.

Chapter 144 amends the Agricultural Law relating to evaporated and condensed milk.

Many ill-considered measures were introduced this year, but they were either defeated or amended satisfactorily before passage. Among the bills of interest that failed of passage, were those which would vest the Commissioner of Agriculture with power to publish notice *before* court proceedings of any food product which, in his personal judgment, is deemed adulterated or misbranded; containing unusual and onerous requirements with reference to the sale of products containing preservatives and coloring matter without reference to their harmlessness and the motive of their use; prohibiting the sale by retail grocers and general merchants of ordinary household remedies; prohibiting the use of saccharine; requiring canned foods to be labeled with the date of packing, and a bill requiring baking powder to be branded with the names of ingredients.

Bills relating to oleomargarine, cold storage, trading stamps and other subjects of interest were also introduced, but failed of passage.

RHODE ISLAND.

The factory inspection law relating to food establishments was amended by requiring food to be properly protected from dust, flies, etc.

The food law was amended by striking therefrom the portions which provide that the definition of "food" shall not include milk, cream or skimmed milk.

The present law relating to the sale of butter, potatoes, onions, berries, nuts and shelled beans was amended by placing the enforcement thereof upon the board of food and drug commissioners.

Among the bills which failed of passage was a measure which proposed to amend the food law by striking out the provision requiring food inspectors to deliver one of the sealed samples taken for examination to the person from whom taken.

This bill passed the House, but failed of passage in the Senate.

Bills relating to bushel weights, poisonous fly paper, trading stamps and restraint of food were introduced, but also failed of passage.

SOUTH CAROLINA.

Bills relating to false advertising, warehouse receipts, the sale of coca-cola and near beer, poultry tonics and cottonseed meal were introduced, but failed of passage.

VIRGINIA.

Chapter 409 prohibits the fraudulent sale of merchandise in bulk.

Chapter 9 makes it unlawful to sell, or offer or expose for sale as human food, articles which have been prepared or kept in such manner as to render them unfit for food. The Dairy and Food Commissioner is given power to seize articles which are exposed for sale or which have been prepared, handled or kept where the sanitary conditions are such that the articles are rendered unfit for food. The law gives the Dairy and Food Commissioner the right to enter and inspect all places in which articles of food are stored, offered or exposed for sale.

Chapter 12 makes it unlawful to permit unsanitary conditions to exist in the transportation or storage of any article of food.

Chapter 18 relates to the sale of oleomargarine and process or renovated butter.

Chapter 42 prohibits false or misleading advertisements.

Chapter 50 relates to sanitation in establishments producing meat food products.

Chapter 69 relates to the sale of feeding stuffs.

Chapter 77 relates to the sale of farm produce on commission.

Chapter 391 established a Bureau of Markets for the purpose of promoting the economical handling, packing, storage, distribution and sale of agricultural products, and for the further purpose of assisting producers and consumers in selling and purchasing agricultural products at a fair and reasonable price.

Chapter 422 amends the food law so as to require food in package form to be labeled with the weight, measure or numerical count of the contents. The act provides "that such reasonable variations shall be permitted, and tolerances and also exemptions as to small packages as shall be or are established by rules and regulations made * * *" by State Dairy and Food Commissioner. The act is now in effect.

Chapter 454 amends the existing law which establishes standards for condensed milk and evaporated milk by including a standard for concentrated milk.

Bills relating to trading stamps, negotiable instruments, fertilizers and bills of lading were introduced, but failed of passage.

ECHOES

Inclosed find my check for $3 for one year's subscription to the "Modern Merchant and Grocery World." I look for it every Monday morning as a hungry man does for a good meal. Your market reports are reliable. To tell the truth, Jim, I gulp it all in from cover to cover, advertisements and all, and over and over again. Good-by, your welcome to my $3.—Gilbert Eller, Port Matilda, Pa.

For BAKING as well as DRINKING



The Big Selling Cocoa of Pennsylvania

WILBUR'S

Made in Philadelphia

leads all others in sales to consumers and profits to dealers. Because WILBUR'S is a FOOD as well as a BEVERAGE—it makes the most delicious Desserts, Cakes, Candies, Puddings, Sauces, etc. Our booklet, "Cook's Tours Through Wilburland," shows fifty-nine different ways to use WILBUR'S COCOA, each one so delicious that the woman who tries one will try them all.

When you get your customers using WILBUR'S for baking, candy making, etc., they will use it as a staple food just as they do sugar and flour. Then you'll sell the *big pound cans* of WILBUR'S with

THE BIG PROFIT

instead of the small quarter pounds of other cocoas at the small profit.

We will gladly supply you with recipe books and other helps to increase sales

H. O. WILBUR & SONS, INC.

PHILADELPHIA

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"WILBUR'S COCOA doesn't have to be grated or cooked. You can make a cake with it, icing and all, in less time than it takes to make the icing alone with chocolate."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

A Hard Bang at Free Deals

Southern Jobber Says They Aren't Free Except in Name, That They Involve a Bad Overloading Principle, and That They Do Not Yield the Expected Extra Profit Until the Last Package is Sold.

For a good many years past there has been a plan put up to the trade, as a wholesaler, known as the "Free Goods Deal," in which you are to be given something for nothing. You no doubt are better qualified to analyze and judge for yourselves the true meaning of the term "free goods deal," as no doubt each and every one of you has had experience with this plan. The "free goods" can be in the nature of "one case free with ten," an extra discount for buying a certain quantity of goods, or a premium placed upon a purchase of certain quantity of goods.

The "free goods" plan carries with it an overloading principle that is not right. A good many merchants, in order to reap a so-called five, ten or twenty per cent. additional free goods, will carry more load than they can afford or should have. Each jobber has had experience with his customers, and in a great many cases their line of credit has been very deeply cut into by their purchasing on a "free deal" that would give them from twelve to twenty-four months' supply, when they should have from thirty to sixty days' supply.

This is also a day and age when a great many deep thinkers and good merchants believe in smaller stocks, a little closer margin of profit, better known goods, a high quality, and more especially a quick "turn-over." This eliminates entirely an overloading principle and places a merchant in the bounds of securing, by quick "turn-over," a return of cash upon which to discount his bills and make a profit on which to put himself on a solid rock foundation among high-class commercial interests.

A great many manufacturers will say that the "free goods" plan is an advertising plan. So it might be; but who pays the advertising expenses if the retailer overloads his stock? He pays the advertising when he buys ten cases with one case free, when he does not reap the benefit of this profit on the "free goods" only when the last package of the "free goods" is sold. This may be twelve months hence.

Does the merchant when making this purchase consider the interest involved in carrying the investment for twelve months, in order to secure this additional ten per cent. "free goods"? In a great many instances we do not believe he does. The jobber also suffers in that a great many times these "free deals" cause a merchant to strain his credit and notes have to be taken, which in some instances have to be renewed several times. The jobber then, instead of getting a prompt return of cash on the sale, is forced to lose some of his profit in the interest on the notes, as in some cases we know that the retailer cannot and does not pay this interest.

I believe that the "free deal" is a selfish motive in a great many instances of the manufacturer in getting his goods in the hands of the retailer regardless of whether he is able to dispose of them or not. There are a great many times that goods without merit are sold by a smooth, oily-tongued salesman putting a very attractive 20 per cent. "free goods" deal before a retailer and persuading him to make the purchase, when he knows that he has ten or twenty times more goods than he should carry and which this retailer will never be able to successfully sell. He is perfectly satisfied, for his house has paid him a commission on the sale, and the jobber may in the end be forced, as a matter of policy, to take up the unsold portion of these goods, in order to come to the assistance of this retailer on the stock that he was lured into buying on account of the apparently attractive proposition offered.

A great many manufacturers will say they are only putting this attractive advertising deal in effect for a few days or weeks, as the case may be, and they make the proposition appear to be so bright and attractive that it seems the chance of the retailer in a lifetime to take on these goods, as the offer will never present itself again, and the retailer is shipped by the jobber about five times the quantity that he would have purchased under ordinary circumstances through the jobber's salesman, who has more consideration for his friend, the retailer, than the factory salesman. The factory salesman is one who probably gets into the territory once or twice a year and he feels that in order to retain his position with his company, it is necessary for him to load up as heavily as it is possible for his ability as a salesman to do, the retail trade, to hold them on his goods until he comes again, which will keep his competitor out of the field. Again the evil of the overloading principle.

The jobber's salesman would sell this retailer just as much of this product in the same length of time, the retailer would be much better pleased, less capital invested, a quicker "turn-over"; hence, more profit.

A great many times, if the goods are of a perishable nature, the contents of the case of "free goods" is spoiled or bad. In cases of canned goods, where the factory guarantee is only six months, and the retailer finds at the end of twelve months he has gotten down to the "free case" that the goods are spoiled and unsalable, his entire ten or twenty per cent. profit that he was going to have, which was so attractively illuminated by this salesman, has gone to the "spoiled goods dump," in which the retailer reaps no benefit but a dead loss. This is another evil of the "free deal."

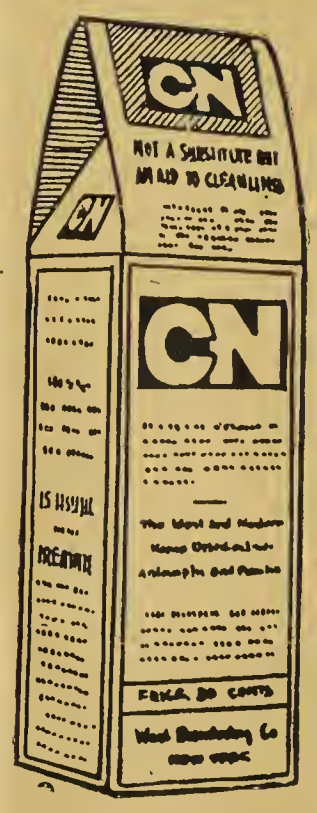
Remember, the profit on the "free goods" is never realized until the last package is sold.

Some may say, "What is your solution of this advertising offer or proposition to the retailer which is now in force, known as the 'free deal'?" I believe that if manufacturers will use every means available to popularize their brand of goods to the consumer, eliminating all "free goods" principles and making the lowest possible flat prices to the jobber, who will in turn pass it on to the retail merchant, who can then give to the ultimate consumer the benefit of all the principles of the "free deal" that is claimed for, as the consumer is the final court for the adjudging of this principle.

H. C. Van Horn.

Birmingham, Ala., June 28, 1916.

Catch the Public Eye!



Just send us a postal card for one of our new and attractive window displays.

No one can pass your store without seeing it and being impressed. It will bring you new customers for

CN

Besides the big profits it offers you, it makes satisfied customers, for women who clean house with CN never turn to any other product.

Try it in your store. Have the floors and all woodwork washed with a solution of CN and you will readily understand its appeal to people who buy it and use it continuously.

Your Jobber Will Supply You

West Disinfecting Company

HOME OFFICE

12 East Forty-second Street *New York, N. Y.*

Federal Trade Commission's Bookkeeping Plan for Retailers About Ready.

Will Be Mailed to Every Retailer in the United States Within Thirty Days. Commission's Ideas as to How Accounts Should Be Kept.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
June 29, 1916.

Within the next month the Federal Trade Commission will issue to every retail merchant in the United States a plan of keeping store accounts correctly. The method is being completed now, and is said to be as useful for the large retailer as for the small.

The Commission has authorized the following statement regarding bookkeeping among retailers:—

The distribution of our food products, particularly by the retailer, has an important bearing on the high cost of living and any effort that is put forth to work out this problem in an economic way will benefit the people as a whole.

In co-operation with your organization, the Federal Trade Commission will mail within the next thirty days to every retail merchant in the United States a booklet outlining the correct way of keeping his accounts. If the suggestions of the Commission are followed, the retailer will know what it costs him to sell his goods.

One of the difficulties with merchants to-day is that they may be selling, say, six different products and making a profit on three of them, but on the other three losing money. Every article sold should share its percentage of overhead, executive, accounting and selling expenses. It is the only safe way to conduct a business. To reduce your overhead per unit of sales by handling a large volume of goods, on a part of which you are losing money, is not good business practice.

This method of doing business causes competitors to fail, particularly small merchants, who have to compete with those who are making a substantial percentage of profit on part of their line and are competing unfairly with another line by cutting and demoralizing prices.

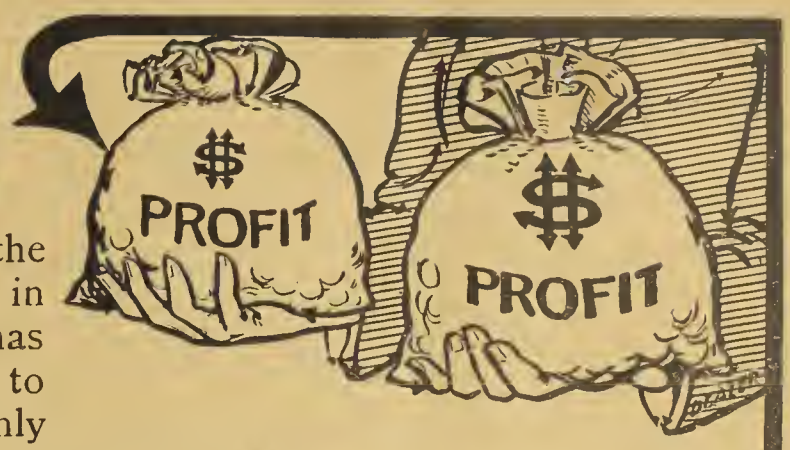
Each article should bear its proportionate expense and yield a reasonable profit. The enormous financial death rate of retail merchants shows the necessity for something helpful to this large class of our business men. Competition in merchandising is becoming more and more keen. Practically no retailer can remain in business for a long time if his business is not conducted efficiently.

HOLT.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

A POINTER



WRIGLEY'S spear—the sign of the perfect gum in the perfect package—has pointed a way of happiness to millions of people; not only those who have bought and enjoyed the best chewing gum made—but those who have sold it—the Retail Merchants.

The wonderful WRIGLEY distribution—so complete that any person in any corner of the United States has but to step into the nearest store to find WRIGLEY'S SPEARMINT or WRIGLEY'S DOUBLEMINT DOUBLE STRENGTH—is convincing proof of the necessity and value of dealer co-operation—without which, one of the heaviest advertising expenditures in the world would fail to secure maximum results.

Through the **Pennsylvania Plan** we hope to show the merchants of Pennsylvania not only that we believe in them, but that real co-operation between



manufacturer and merchant means better stores, increased sales and greater profits.

Don't forget that the more prominently you display it, the more benefits and profits *you* will get from this most widely advertised product in the world.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.
CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S gives you *double* value—every package has five big sticks of delicious gum AND a United Profit-Sharing Coupon good for valuable presents."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

WITH THE EDITOR

Connolly's Admission That He Is a Liar.

Mr. F. B. Connolly, former president of the National Retail Grocers' Association, has admitted in writing that he is a contemptible liar. I once regarded Connolly as a man of ability and expected him to do something with the National Association. He actually did something with it, but not what I expected; he merely used it to exploit himself.

But I never believed him to be a contemptible liar until he himself said he was.

During the summer of 1915 Connolly got into a dispute with George J. Schulte, publisher of the "Interstate Grocer." In the paper controlled by him, the "Retail Grocers' Advocate" of San Francisco—an official organ of the California Retail Grocers' and Merchants' Association—and in personal letters to various trade papers, Connolly made the following specific charges against Schulte, who up to then had been of good repute:—

1—That Schulte left San Francisco leaving an unpaid board bill.

2—That he obtained convention credentials "by hook or crook."

3—That he had lied in his convention reports; that it was almost impossible for him to tell the truth; and that his attacks were "reeking with lies and misstatements which were characteristic of him."

There were several other charges, none of them libellous, but all disagreeable. Schulte sued Connolly for libel, but mutual friends got together in New Orleans last month and settled the matter. Connolly was to make a complete retraction and pay all of Schulte's costs to date, and Schulte was then to drop his suit.

Connolly's retraction has been duly made, and a copy of it sent to this office. Part of it is as follows:—

> The charges above referred to, which were the subject matter of this suit, are untrue, and I now wish to fully retract what was stated in the newspaper articles and in the letters addressed to various publishers which in any way reflect upon Mr. Schulte's character, integrity or standing.
>
> In order that justice may be done and the reading public advised regarding the situation, this signed retraction is published in full in the "Retail Grocers' Advocate" and also a typewritten copy has been forwarded to the trade papers to which the letter of August 9, 1915, was sent.
>
> F. B. CONNOLLY.

Not even a shadow of an excuse for making the charges—not even a statement that he thought they were true when he made them. Just a flat confession that they were lies and had always been lies!

Connolly is getting off easy. A man who seeks to blacken the reputation of another by absolute lies, ought to go to jail.

Let This Be Done by All Means.

The Federal Trade Commission is about to work a miracle. It has in preparation a plan of bookkeeping for retailers, which will be announced within a few weeks. In another column the Commission expresses some perfectly sound views about doing a retail business. After discussing the prevalent practice of making money on one thing while losing it on another—every jobber and retailer in the United States is following this practice—the Commission says: "Each article should bear its proportionate share of expense and yield a reasonable profit." Of course it should. Everybody knows that. But how are you going to make every article do it? Merchants who have spent their lives in the business can't do it; perhaps the Federal Trade Commission can. There is one way to do it and only one—eliminate the competition that has hitherto made it impossible. But if that were tried, the Federal Trade Commission would be the first to get up on its hind legs.

Street Car Advertising for Foods.

In a bulletin on advertising, the National Biscuit Co. says this:—

> The faithful reproduction of our packages and products in street car advertising creates the desires of possession and makes sales for our goods.

I wonder if it does. The National Biscuit Co. does considerable street car advertising, and many of the cards used are exceedingly artistic and attractive, but I should like to wager that they could cut out every card without seeing the slightest difference in their sales.

I have never yet heard anybody say that he got traceable results from street car advertising.

The Falling Off in Magazine Food Advertising.

What has happened to the food and grocery advertising in the magazines? The bottom seems to have completely dropped out of it. Where formerly there was page after page of this kind of advertising, it is not unusual now for an issue of a periodical like "Collier's" to appear without one food or grocery advertisement. That happened in one of "Collier's" issues for the past month, and it happened with one issue of the "Saturday Evening Post" for the past month.

There appears below a statement of the number of food and grocery advertisers in a group of the larger magazines for the month of June. Two of them, "Collier's" and the "Saturday Evening Post," had four issues in the month, and the number set opposite their names represents all the advertisers of this class that they had in all four:—

	No. of Food and Grocery Advertisers
Everybody's Magazine	4
Scribner's	8
Saturday Evening Post (four issues)	25
Ladies' Home Journal	21
Collier's (four issues)	10
American	4
Century	6
McClure's	7

This is indeed a cataclysm. More of these products are selling to-day than ever before, and few if any manufacturers are complaining that stopping their magazine advertising has stopped their business. They have simply substituted other methods of advertising. One method is to do advertising in the local newspapers of various markets which they wish to cultivate. Then many manufacturers are spending much less for consumer advertising than they used to spend. Why? Because they formerly did too much. They are doing much less now with apparently just as good aggregate results.

The magazines are partly responsible, in my judgment, for the falling off in their food and grocery advertising. They have pushed so for circulation that the result has been enormous duplication in circulation. One family has been induced to subscribe for three or four magazines, therefore the waste in advertising has increased, and the advertiser has seen that and cut a lot of it off.

A Good Advertisement Never Dies

Kingston, Pa., June 23, 1916.

To the Editor.

Dear Sir:—At one time you ran an ad. for the manufacturers of "Peerless" compartment counters. Do you know, or can you find out the address of these people?

As a regular reader of your valuable paper I would thank you for any information you can give me.

Inclosed find stamp for postage.

Yours truly,
THE KINGSTON MARKET,
S. A. Boyd.

This doesn't look remarkable, but it is. It is remarkable because the Peerless counter has not been advertised in this paper since July, 1910!

It is also remarkable because this paper received another inquiry exactly like it about the Peerless counter on May 9, 1911, ten months after the advertising had stopped.

An advertisement that can get results six years after it was published, is some advertisement. Or perhaps more accurately, it must have been published in some paper.

Unlawful and Contemptible.

Readers of newspapers know that Wilkes-Barre, Pa., has been having a trolley strike, which is still on. From what I hear, the strikers are doing the same unlawful things which strikers almost always do the minute they realize that it isn't

going to be as easy to win as they expected. They are spotting the street cars which are running, and when they see a traveling salesman riding on one, they trail him to the stores where he expects to get an order, and threaten to boycott any merchant who gives him one. This is grossly illegal and any court would grant an injunction against it the minute it was appealed to. It is not only illegal, it is contemptibly mean. A salesman from another city, perhaps from another State, comes into Wilkes-Barre knowing nothing and caring nothing about the strike. Time is an object and he takes a street car. From that minute any merchant who gives him an order is on the labor union's black list and is in for all sorts of trouble. What a low-down, un-American thing to do!

No Good News.

In the last issue of "The Optimist," the little house organ of the Campbell's soup people, the concern announces a heavy increase in its advertising, and suggests that dealers should enlarge their stocks so as to be ready for the demand. Here is the statement:—

In the July 1st issue of "The Saturday Evening Post" and continuing in every issue, fifty-two times a year, we will use full page space. We are the first advertisers who have ever taken page space every week in the "Post." This periodical has a circulation of 1,900,000 copies weekly. Full page space will also be used each issue in the following publications, commencing with the August number:—

Magazine.	Monthly Circulation.
"Ladies Home Journal"	1,650,000
"Delineator"	900,000
"Designer"	375,000
"Woman's Magazine"	275,000

Under the new schedule our advertisement will have a monthly circulation in full page space in fourteen magazines of 14,423,900, and in addition to this, it will have a circulation in half page (or more) space, in fourteen other magazines of 10,675,000. Total monthly circulation in twenty-eight magazines —25,098,900. It will thus be seen that our advertisement appears in the almost incredible number of 301,-186,800 copies of magazines in a year.

To the wholesale and retail dealers who have been handling Campbell's Soups regularly for many years it will not be necessary to outline the progress we have made in marketing our product and the part which advertising—backed by the quality of our soups—has played in the ever increasing sales. To them, the announcement of this very material increase in the advertising forces placed at their disposal in the marketing of Campbell's Soups will simply mean that they will have to gear up their order blanks a little higher to have the proper amount of stock on hand.

The Joseph Campbell Co. is selling the Great Atlantic and Pacific Tea Co.—as indeed it has a perfect right to do—and is permitting that concern to cut Campbell's soups to 8 cents at all of its 1,200 stores, which it has no moral right to do. The effect of this price cut in 1,200 centers is such that the company can not expect any enthusiasm from dealers on account of its increased advertising. The fact that the Campbell concern proposes to increase its advertising efforts to make grocers sell what many of them lose money by selling is not an especially pleasant thing to hear.

Changes in Maryland Canned Goods Freight Weights.

The Baltimore Canned Goods Exchange announces that beginning with Saturday, July 1st, the schedule of estimated weights on canned fish, fish roe, fruits and vegetables from the Maryland canning territory will become as follows:—

No. 1 cans, 2 dozen per case, 25 pounds.
No. 1 cans, 4 dozen per case, 47 pounds.
No. 1 cans, 6 dozen per case, 72 pounds.
No. 1½ cans, 4 dozen per case, 72 pounds.
No. 2 cans, 2 dozen per case, 43 pounds.
No. 2½ cans, 2 dozen per case, 62 pounds.
No. 3 cans, 2 dozen per case, 68 pounds.
No. 9 cans, 4 dozen per case, 60 pounds.
No. 10 cans, ½ dozen per case, 52 pounds.
No. 10 cans, 1 dozen per case, 100 pounds.
No. 1 tall cans, 2 dozen per case, 26 pounds.
No. 1 tall cans, 4 dozen per case, 48 pounds.
No. 2 tall cans, 2 dozen per case, 46 pounds.
No. 3 tall cans, 2 dozen per case, 80 pounds.
Flat No. 1 cans, 2 dozen per case, 21 pounds.
Flat No. 1½ cans, 2 dozen per case, 38 pounds.
Sanitary cans, No. 5½, 2 dozen per case, 75 pounds.
Six-pound cans, 1 dozen to case, 67 pounds.

These represent the average weights obtained by weighing a large number of cases of the different commodities in different sized cans. Note reductions in the weights of No. 2 cans from 44 to 43 pounds, of No. 9 cans from 61 to 60 pounds and an increase in the weight of No. 3 from 67 to 68 pounds. These weights are all for wooden cases.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609
Keystone, Race 746

What Are YOU After?

THE biggest asset in your business or any business, is the good-will of the customers who make your profits. Their friendship means loyalty to your store.

¶ What you want is a maximum volume of sales, a maximum average of sales and that is what the "Sperry" Service is producing for nearly 30,000 wide-awake merchandisers in the United States.

¶ The wise owner of a store, or the wise buyer for a store does not experiment. He profits by experience, he makes comparisons, he keeps his finger on the public pulse.

¶ The big group, the important group of regular buyers are those thrifty money earning people who trade every day and pay for what they buy. This group saves "S. H." Green Stamps and is loyal to the stores that give them.

¶ Give the people what they want and the advertising that tells them you have it will invariably produce results, and, better still, you will know the reason why.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

Business is booming more than ever



The above busy industries make busy stores below



Now is the time for merchants to make more money

Factories are busier than ever, many working overtime.

Labor is in greater demand at higher wages.

People are spending money more freely than ever before.

Billions of dollars are passing over the merchants' counters.

This year you should make more money than ever before.

You cannot make all you should unless you have up-to-date methods.

A man should never do a thing which a machine can do for him.

You should have our complete 1916 model register that prints the amount of each transaction on receipt or sales-slip.

It forces a correct record of all transactions between clerks and customers.

If you are using an old register, it will pay you to exchange it for a complete 1916 model.

Considering the material, workmanship, and the work it does, it is the lowest priced piece of machinery sold in the world.

You should order yours now, for early delivery.

Write us, and our agent will help you select a register suitable for your business.

(Signed) John H. Patterson
President

Don't forget, NOW is the time to make more money!



This is the machine that will help you do it.

The harvest is ripe. Will you reap it with an old-time sickle or an up-to-date self-binder? Our complete 1916 models are as far ahead of our old registers as the self-binder is ahead of the old sickle.

1. *The complete 1916 National Cash Register takes care of all cash sales, assuring you of a complete, unchangeable record of the sale.*
2. *It takes care of all charge sales, assuring you that proper record will be made of the charge.*
3. *When customers pay on account a record is made. This stops disputes later.*
4. *When you pay out money it forces a record as a safeguard against having to pay the bill again.*
5. *Goods sent C. O. D. or on approval are accounted for, and the danger of their being lost sight of is removed.*

Our complete 1916 models pay for themselves as they go—out of the money they save.

They are making money for thousands of merchants.

What is good for others is good for you.

Write us today for more information.

The National Cash Register Company, Dayton, Ohio, U. S. A.

Offices in all the principal cities of the world

Goods That Are Being Advertised to Your Customers

"Modern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

July.

The American Magazine.

Ivory Soap, one page.
Campbell's Soup, one page.
Puffed Grains, two-thirds page.
Fairy Soap, one page.

The Century Magazine.

Fairy Soap, one page.
Swift's Ham, one page.
Campbell's Soups, one page.
Libby's Specialties.
Ivory Soap, one page.
Grape Nuts, one page.

Collier's Weekly.

Puffed Grains, half page.
Postum, quarter page.
Quaker Oats, half page.
Red Wing Grape Juice, one page.
Clicquot Club, quarter page.
Pettijohn's, five inches.
Borden's Eagle Milk, six inches.
White House Coffee, eighth page.
Borden's Condensed Milk, eighth page.

Delineator.

Crisco, one page.
Postum, quarter page.
Borden's Condensed Milk, quarter page.
Armour's Pure Lard, half page.
Procter & Gamble's White Naphtha Soap, half page.
Puffed Wheat and Rice, half page.
Carnation Milk, quarter page.
Pettijohn's Bran Flakes, four and three-quarter inches.
Pompeian Olive Oil, one inch.
Minute Tapioca, two inches.
Sani-Flush, five inches.

Designer.

Crisco, one page.
Borden's Condensed Milk, quarter page.
Puffed Wheat and Rice, half page.
Postum, quarter page.
Minute Tapioca, two inches.
Pettijohn's Bran Flakes, four and three-quarter inches.
Procter & Gamble's White Naphtha Soap, half page.
Carnation Milk, quarter page.
Pompeian Olive Oil, one inch.
Sani-Flush, five inches.

Everybody's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Postum, one page.
Fairy Soap, one page.

Good Housekeeping.

Baker's Cocoa, one page.
Lowney's Chocolates, one page.
Red Wing Grape Juice, one page.
Borden's Evaporated Milk, one page.
Armour's Lard, one page.
Procter & Gamble's White Naphtha Soap, one page.
Crisco, one page.
Ivory Soap, one page.
Campbell's Vegetable Soup, one page.
Fels Naptha, one page.
Kellogg's Toasted Corn Flakes, one page.
National Biscuit Co. Specialties.
Welch's, one page.
Ryzon Baking Powder, one page.
Puffed Grains, one page.
Sawyer's Blue, quarter page.
Swan's Down Flour, one inch.
Purity Cross Cream Chicken, four inches.
Minute Gelatine, quarter page.
Pin Money Pickles, quarter page.
Junket, quarter page.
Howard's Salad Dressing, quarter page.
Pettijohn's, six inches.
Underwood Deviled Ham, half page.
Sauer's Extracts, half page.
Cox's Gelatine.
Burnett's Vanilla, one page.
Old Dutch Cleanser, one page.
Fairy Soap, one page.
Bon Ami, one page.

Harper's Monthly.

Shredded Wheat Biscuit, one page.
Postum, one page.
Ivory Soap, one page.
Royal Baking Powder, quarter page.
Grape Nuts, quarter page.
Baker's Cocoa, quarter page.

Ladies' World.

Bon Ami, quarter page.
Campbell's Soups, half page.
Shredded Wheat Biscuit, quarter page.
Postum, quarter page.
Minute Tapioca, quarter page.
Carnation Milk, one page.
Pettijohn's, five inches.
Borden's Eagle Milk, quarter page.
Sunkist Lemons, quarter page.
Beech-Nut Peanut Butter, quarter page.
Puffed Grains, half page.
Cream of Wheat, one page.

Ladies' Home Journal.

Welch Grape Juice, one page.
Ivory Soap, one page.
Sunkist Lemons, quarter page.
Borden's Condensed Milk, quarter page.
Bon Ami, quarter page.
Royal Baking Powder Co., one page.
Pompeian Olive Oil, one inch.
Crisco, one page.
Campbell's Vegetable Soup, half page.
Burnett's Vanilla, quarter page.
Armour's Veribest Package Foods, half page.
Underwood's Deviled Ham, quarter page.
Swan's Down Cake Flour, two and a half inches.
Purity Cross Creamed Chicken, eighth page.
Pettijohn's Bran Flakes, four and three-quarter inches.
Fairy Soap, quarter page.
Puffed Wheat and Rice, half page.
Junket—The Junket Folks, four inches.
Minute Gelatine, three inches.
Kellogg's Toasted Corn Flakes, one page.
Gold Dust, eighth page.

McCall's Magazine.

Cream of Wheat, one page.
Sunkist Lemons, third page.
Postum, third page.
Fels Naptha Soap, third page.
Puffed Wheat and Rice, two-thirds page.
Pettijohn's, sixth page.
Junket—The Junket Folks, sixth page.
Crisco, fourteen inches.
Pompeian Olive Oil, one page.
Grape Nuts, one page.

McClure's.

Ivory Soap, one page.
Campbell's Vegetable Soup, half page.
Borden's Condensed Milk, quarter page.
Postum, quarter page.
Puffed Wheat and Rice, half page.
Nabisco, quarter page.
Pompeian Olive Oil, one inch.

The Outlook.

Royal Baking Powder, one page.
LePage Glue, one inch.
Pompeian Olive Oil Salad Dressing, one inch.
Bon Ami, one page.
Postum, one page.
Pettijohn's, quarter page.
Ivory Soap, one page.
Beech-Nut Bacon, quarter page.
National Biscuit Co., one page.

Pictorial Review.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Soups, half page.
Crisco, quarter page.
Pettijohn's, six inches.
Minute Tapioca, two inches.
Pompeian Olive Oil, one inch.
Bon Ami, quarter page.
Postum, quarter page.
Borden's Eagle Milk, quarter page.
Armour's Grape Juice, half page.
Puffed Grains, half page.
Lipton's Tea, half page.
Blue Label Ketchup, eighth page.

Saturday Evening Post.

Clicquot Club, one page.
Sun-Maid Raisins, one page.
Campbell's Soups, half page.
Blue Label Ketchup, eight inches.

As to One Phase of the Stevens Bill

Representative Stephens Discusses the Provisions Requiring Retailers to Notify Manufacturer Before They Cut the Price of a Trademarked Article. Says Retailer Has Everything to Gain and Nothing to Lose By It.

One of the provisions of the pending Stevens bill about which retailers are most puzzled, is that which tells what a retailer must do before he can cut the price of a trademarked product. The bill requires the retailer to first serve notice on the manufacturer and give the latter a chance to buy the goods back. If the manufacturer will not take the goods back, then the retailer can cut them.

Representative Dan V. Stephens, who is helping to push the Stevens bill through Congress, has issued the following statement regarding this phase of the bill:—

> Some of the opponents of the bill refer to a trivial provision in the bill which was placed there in behalf of the retailers of the country and which should appeal to him tremendously rather than be a source of criticism. He complains because a retailer finding himself overloaded with some classes of goods, under the provisions of this bill would be compelled to write to the manufacturer and get his permission before he could offer these goods at a sacrifice. Let us examine this objection in detail. Mr. Merchant finds himself stocked with trade-marked articles sold at a standard price by a manufacturer. He wants to get rid of the goods on his shelves, as they are not moving satisfactorily. Under the Stephens Bill he can dictate a two or three line letter to the manufacturer of those goods advising him that at the end of thirty days he wants to return those goods to the manufacturer and receive full credit in cash for them at the original price. This is the extent of his obligation under this bill. Now if the manufacturer desires to maintain the price it will be necessary for him to accept the return of the goods and refund the purchase price. If on the other hand the manufacturer does not desire to do so, Mr. Merchant is at liberty to sell the goods at any price he pleases.
>
> Suppose now that the manufacturer does not attempt to maintain the price and permits the retailer to sell the goods at a sacrifice. What is the effect on the dealer. Nothing different from the effect that would have existed had the provisions of this bill not operated, excepting that he would be a good deal longer getting his money out of the goods that he is selling at a marked down price than he would have been had the manufacturer taken them back under the provisions of this act. It will be very apparent that the provisions of the Stephens Bill under this clause would be very satisfactory to him unless he desires to secure as leaders trade-marked articles that are sold at known prices in order that he may cut the price and thereby deceive the people who come to his store to buy goods by leading them to believe that his store is full of such bargains.

Baker's Grated Cocoanut, quarter page.
Underwood Deviled Ham, quarter page.
Quaker Grains, half page.
Beech-Nut Bacon, eighth page.
Old Dutch Cleanser, one page.
Sunkist Oranges, one page.
Welch's Grape Juice, one page.
Crisco, one page.
Pompeian Olive Oil, one inch.
Sunshine Biscuits, quarter page.
Three-in-One Oil, quarter page.
Clicquot Club Ginger Ale, one page.
Purity Cross Creamed Chicken, seven and three-quarter inches.
Kellogg's Toasted Corn Flakes, one page.
Ivory Soap, one page.
Quaker Oats, half page.
Red Wing Grape Juice, half page.
Butter Kist Pop Corn, half page.
Pettijohn's, five inches.
Carnation Milk, one page.
Fairy Soap, one page.

Scribner's Magazine.

Pompeian Olive Oil, one inch.
Swift's Ham, one page.
Libby's Summer Specialties, one page.
Ivory Soap, one page.
Shredded Wheat Biscuit, one page.
Royal Baking Powder, quarter page.
Baker's Cocoa, quarter page.
Grape Nuts, quarter page.

The Woman's Magazine.

Crisco, one page.
Borden's Condensed Milk, quarter page.
Puffed Wheat and Rice, half page.
Carnation Milk, quarter page.
Pettijohn's Bran Flakes, four and three-quarter inches.
Minute Tapioca, two inches.
Pompeian Olive Oil, one inch.
Sani-Flush, five inches.

The Youth's Companion.

Grape Nuts, six inches.
Swift's Ham or Bacon, quarter page.
Grape Nuts, one page.
Pettijohn's, four and three-quarter inches.
Three-in-One Oil, three inches.
Postum, six inches.
Quaker Oats, half page.
Nabisco, quarter page.
Campbell's Clam Chowder, half page.
Beech-Nut Peanut Butter, four inches.
White House Coffee and Teas, eighth page.
Sunkist Oranges, quarter page.
Instant Postum, six inches.
Three-in-One Oil, four inches.
Crisco, quarter page.
Puffed Wheat and Rice, half page.

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.



Wherever Clothes Are Washed!

Women wash clothes to get them *clean*, so they don't like to use *dirty starch*. Wherever clothes are washed, in city or suburb, in town or on the farm, women appreciate ARGO STARCH because it is CLEAN starch.

Not only will ARGO STARCH, in the neat 5-cent cartons, please your customers, but it is easiest and best for you to handle. The carton is convenient; it saves the work of scooping and weighing bulk starch; it saves the cost of bags and twine; *it saves TIME.*

ARGO STARCH MAKES A SPLENDID DISPLAY

A neat pile of ARGO STARCH in your window, or on your counter, is sure to catch the eyes of customers and increase your sales. Always have ARGO STARCH where it can be seen, and it will sell itself. Bulk starch only sells if customers *remember they want to buy it;* ARGO STARCH acts as a reminder, an advantage of package goods which the live merchant quickly appreciates.

Corn Products Refining Company
NEW YORK

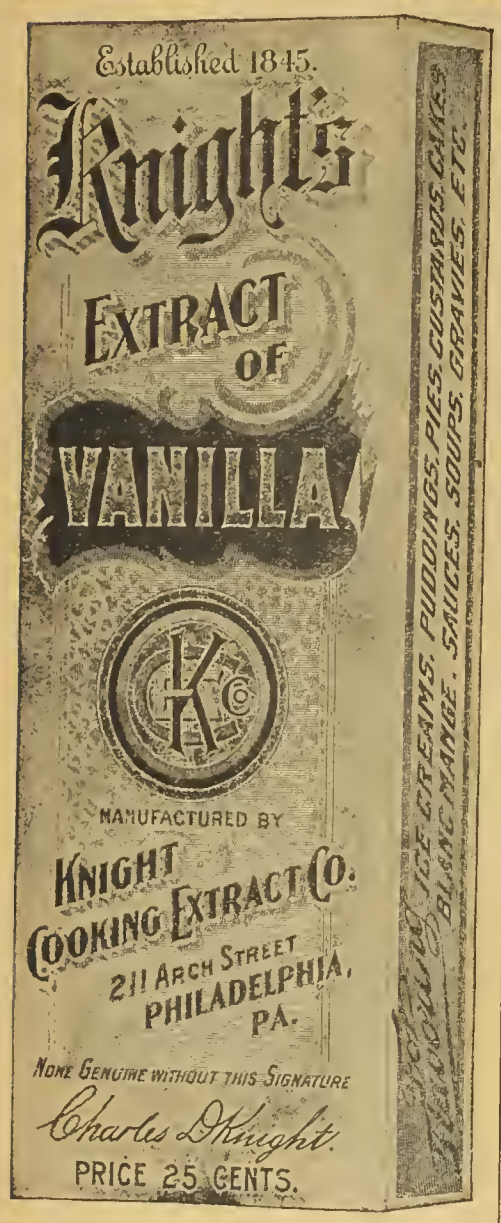
MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — OUR NAME IS YOUR

WHAT TO TELL CUSTOMERS

"ARGO STARCH is *pure, clean* starch which is sure to please. Can be used for either hot or cold starching."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

This Tells the Tale



¶ A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

The New York Letter

Mexican War's Effect on Shipment of Mexican Coffees. New Yiddish Trade Paper Established, the First in America. American Fair Trade League in Squabble With Marshall Field & Co. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, June 30, 1916.

The coffee men here are discussing the probable effect of the Mexican situation on the supply, both present and future, of Mexican coffees. The difficulty has already been experienced in getting shipments of Mexican coffee, due partly to labor strikes in Mexico. If war breaks out it is generally believed that no more coffee will come out of Mexico, partly because of the internal situation and partly because of the inevitable shortage in ships. If all this comes to pass high prices may be expected for spot Mexicans.

* * *

The American Fair Trade League of this city is considerably exercised over the fact that Marshall Field & Co., of Chicago, one of the largest and most influential department stores in the United States, has flooded the country with a circular letter during the past week attacking the Stevens bill. The league has issued one of its long statements, in which it seeks to answer Field & Co.'s letter, and, as is the league's custom where anybody differs with its views on the Stevens bill, it attacks Field & Co.'s motives and generally abuses them in the most virulent way.

* * *

Mr. J. J. Keane, of the American Fair Trade League, made an address during the week before the Business Men's Association of Bayonne, N. J., in which he denied that the Stevens bill would give the manufacturer of trade-marked merchandise a monopoly. The Stevens bill is now pending in Congress. It would give manufacturers of trade-marked goods the right to fix the wholesale and retail selling prices. Mr. Keane emphasized the fact that no manufacturer would have to come in under the Stevens bill if he did not wish to; that it was merely a permission given to a manufacturer to sell his goods in that way. He said that the backers of the Stevens bill did not expect more than a small percentage of the brand of goods now on the market to be registered under the Stevens act.

* * *

The "Grocers' Guide and Modern Businessman," a unique trade paper, has been established in this city. It is printed in Yiddish and is intended for the Jewish retailer only. It will seek to educate the Jewish retailer along the lines of pure food, sanitation, honest weights and measures, modern methods in merchandising, co-operation, organization, etc. The headquarters are at 89 Delancey street, this city, and the paper claims to be the only Yiddish trade paper in the United States.

* * *

Charlie Thorpe, secretary of the New York State Retail Grocers' Association and editor of the "Retail Grocers' Advocate," is seriously ill with heart trouble. Everybody in New York trade circles knows the genial Charlie and will regret to hear of his illness.

* * *

The strained condition of the bean market is attracting much attention here. Beans have advanced from 1 to 2 cents a pound, and prediction of 10 cents is heard in many quarters. The cause appears to be lack of supply and the fact that Michigan bean holders have sold very heavily to Canadian buyers, who, of course, have bought for foreign consumption. In addition to this large quantities of our beans have been recently shipped to Greece, Belgium, Norway and Sweden and as a result of it it is said that there is not enough of a supply to satisfy our own trade until September, when new beans will be available. Last year's bean crop was quite short, which has been responsible for the comparatively high prices of the last six months.

* * *

A committee of the leading jobbing and brokerage houses of this city has issued an appeal for the American Ambulance Hospital in Paris, which is serving the wounded of all countries. This institution is making an emergency call for split peas, lima beans, canned vegetables, dried fruits, condensed or evaporated milk, dried white beans, granulated sugar, canned fruits, rolled oats, rice and milk powder.

Summarized Market Conditions.

Tea quiet and inclined to be easy. —Coffee dull with weaker tendency, particularly in all grades of Rio and Santos. Milds also dull and heavy with concessions possible.—Sugar steady on last week's basis, both as to raw and refined.—Most dried fruits firm, including prunes and peaches. The trade are holding off from apricots, believing prices to be excessive.—Salmon firm, particularly pink brands. All sardines unchanged.—Canned fruits all unchanged and in light demand. No change in canned vegetables, tomatoes particularly weak. Peas firm. —Wheat inclined to be bearish on reports of large carry over and increased crop prospects. Market closes, however, slightly firmer.—Flour about 15 cents cheaper than a week ago.

CORRESPONDENCE.

Manufacturers of Stamping Machinery.

Wyoming, Pa., June 15, 1916.

To the Editor.

Dear Sir:—If you can do so I wish you would give me the names and addresses of firms manufacturing machines for stamping letters on sheets of metal and also the manufacturers of ovens for baking bicycle enamel on iron.

Thanking you for the information, I remain,

Yours very truly,
GEO. W. ESGAR.

Manufacturers of ovens, G. F. Blodgett Co., Burlington, Vt.; L. O. Koven & Bro., 50 Cliff street, New York City.

We have not been able to locate a machine for stamping letters, although we have made a great many inquiries.

* * *

The Twenty-five Leading Grocery Articles.

Nanticoke, Pa., June 27, 1916.

To the Editor.

Dear Sir:—I send a list of twenty-five leading articles sold in a grocery store located in a coal mining town as requested in the letter of Grammes & Sons. The coal miner as a rule uses meat three times a day, or its equivalent, such

as cheese, eggs, fish. Then the next best sellers are: Flour, sugar, butter, vegetables, canned goods, soaps, dried fruits, tobacco, coffee, tea, beans, peas, rice, molasses, vinegar, fruits, cakes, cereals, chocolates, preserves, salt, oil.

The demand varies. During the months of August, September and October the sale of sugar, vinegar, fruits and preserve specialties are about one-third of the total grocery sales.

During the various seasons of the year other staple articles show a like increase. Dried fruits and fancy groceries are the sellers during holiday time.

At Easter time eggs are at their best and cheapest, but later on he takes on that hyphenated, haughty, 5-cent attitude which allows his near affinity, the cold storage, 2-cent brother to occupy the roost.

At present his majesty, the 28-cent smoked ham makes a low salaam, and his nibs, the meek and lowly 15-cent marrow bean, smirks about it, which the dear public resents with acrimonious acclaim.

Until recently the grocer could tell his customers that every thing was cheap but meat and its products.

The present price of sugar and the record price of the past season potato crop and other staples are such that your subscribers are not answering questions but asking the same query as Messrs. L. F. Grammes & Sons: How in Pennsylvania can the grocer increase trade instead of chasing it away from his store by nearly prohibitive prices on an ever-increasing list of staple articles?

Very truly,
J. V. Daly.

AMONG THE TRADE.

Director of Public Safety Wilson in a general order sent out through the police on Tuesday called the attention of storekeepers to an ordinance approved June 19th for the protection of food from contamination by dust, flies and promiscuous handling. The ordinance carries a penalty of $10 for violation of its provisions. Among the articles enumerated which must be screened when offered for sale are baking products, confectionery, shelled nuts, dried fruits, pickled products, meat or fish products, cheese or any foodstuffs prepared for eating. The ordinance also prohibits the wrapping of food articles in newspaper.

George Nowland, late with Fels & Co., goes to New York to start a merchandise brokerage business with the Fels account as a starter.



Sell Her a Whole Container of Franklin Carton Sugar

When you sell a woman a whole CONTAINER of 24 or 30 CARTONS of FRANKLIN CARTON SUGAR, instead of selling her one CARTON, you prevent her buying the other 23 or 29 CARTONS from a competitor. She's *your* customer; nobody else can sell her any sugar for some time. She has a supply instead of a sample. You have only one delivery to make, instead of perhaps dozens. You make the profit on every carton in one sale without even having to open the container, although you can do that in five seconds with a pocket knife. You can see that this is the right way to sell sugar because your customers expect to go on eating it all their lives and don't have to "try" it to "see what it's like."

CAPACITIES OF CONTAINERS

You can buy FRANKLIN CARTON SUGAR in the original CONTAINERS of 24, 48, 60 and 120 pounds, according to the grade. CUBE, GRANULATED, and DESSERT & TABLE are packed in CONTAINERS that do not hold too much for a family to buy at one time. POWDERED and CONFECTIONERS' XXXX are also packed in CONTAINERS of small capacity to suit your convenience in buying. Full information on weights of both CARTONS and CONTAINERS can be had from your jobber.

The Franklin Sugar Refining Company
PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR as CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY INTEGRITY YOUR INDEX

WHAT TO TELL CUSTOMERS

"Let us send you a **Container** of **Franklin Carton Sugar.** Sugar is something that you always need, and it's a big convenience to know that you have a supply of it in the house instead of having to buy it every time you need it.

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this, retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 22.)

The Grocery Markets

Tea.

The tea market is sluggish and holders are pressing for sale. On some lines, notably cheap blacks, the concession, as compared with a month ago, is from 1 to 1½ cent a pound. On other lines the decline is not so much. Demand for tea is comparatively small.

Coffee.

The coffee market is weak and shows a decline in Rio and Santos coffees of about ¼ cent for the week. The situation at the present time is very dull, as buyers are still waiting for new crop coffees which will now be along shortly. Milds are also weaker. Some grades show a decline of ½ cent. Java and Mocha are unchanged, although there is some reason to believe that a good order for Java could be placed at a concession.

Sugar.

The sugar market is steady to firm and unchanged for the week. Raws have sold up to 6.52, but refined remains unchanged on the basis of 7.65 for granulated. Some of the New York refiners will shade soft sugars only. The demand for refined sugar is a little better than it was, but is still not heavy.

Syrup and Molasses.

There is some fluctuation in glucose, but it is having no important effect upon compound syrup owing to the seasonably small demand. Sugar syrup and molasses are both unchanged and dull.

Canned Goods.

Tomatoes are weak and very dull. Maryland 3s are now quoted in a large way f. o. b. factory at 90 cents, which is a full 10 cents a dozen lower than the price ruling only a short time ago. Futures are unchanged. The new crop season is now going along fairly, and there is no reason to expect any shortage unless something happens to the weather. Corn is tending upward. Prices are unchanged for the week. Peas show firm outlook on account of bad weather conditions and poor crop prospects. Many packers in various pea packing sections have withdrawn prices. Old apples are very weak and dull. Holders are forcing them for sale at weak prices. California canned goods are unchanged; quiet demand. Small Eastern staple canned goods show no change for the wek except that the crop of cherries has been seriously injured on account of the unfavorable weather, and the pack promises to be considerably less than last year.

Dried Fruits.

Practically all dried fruits are firm, although the demand is fair, as it always is at this season. Prunes are probably ½ cent higher for the week. Peaches are particularly firm and the newly formed combination is standing out for the high prices announced sometime ago. No sales have been made at that price as yet in this market. Apricots, raisins, currants and the balance of the line are all steady to firm, but quiet.

Beans and Peas.

Pea beans are in a sensational condition. Sales have been made in Michigan during the week at $6.50 a bushel, which is an unprecedented price. Marrows are more abundant and are not bringing as much, but have advanced 60 cents a bushel since pea beans started upward. Scarcity and large demand for foreign trade are responsible for present bean situation. California limas have also taken advantage of the situation and advanced probably ½ cent during the week. Green and Scotch peas unchanged and dull.

Fish.

There is practically no change in the mackerel situation for the week. Spot Norway mackerel are very scarce indeed and correspondingly high. Shore mackerel are going forward in very small lots, price being around $3 higher than normal. Some Irish mackerel are also available at the high price recorded some weeks ago. What little chance there was of obtaining new Norway mackerel seems to have been killed by the placing of an embargo by the Norwegian Government. Cod, hake and haddock are not figuring. Salmon shows no change for the week, but good demand. The pack of domestic sardines has been quiet up to date; the price shows no change from previous reports. Im-



GOLD DUST

a steady seller

You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years — they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers.

How is your stock?





THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"



HEEKIN

Heavy Duty Steel Cans

mean greater sales for you, because they

Protect Your Product Perfectly

Used for crackers, they retain the freshness, crispness and flavor. Size 15½ in. x 27¾ in.

For coffee they are designed to retain the aroma, flavor and goodness. Size 15½ in. x 20¾ in.

Heekin Cans are air-tight, dust-proof and moisture-proof. They have a big "second value," too.

Plain, lacquered or stenciled with attractive designs.

In order that you may see the quality, write for a sample.



The Heekin Can Co.

New Street and Sixth Avenue

CINCINNATI, OHIO

"Heekin Can Since 1901"

ported sardines very scarce and very high.

Butter.

There is an active demand for all grades of creamery butter, both for consumptive and storage demand. The quality is running very fine owing to the ideal weather, and the make is fully up to its usual volume at this season. The market is healthy throughout without indication of material change.

Eggs.

The egg market is firm at an advance of 2 cents per dozen on the better grades. Consumptive demand is very good, and the supply is somewhat lighter than usual, although the quality is now averaging somewhat better. The market is healthy on the present basis.

Cheese.

The cheese market is steady with a good supply and prices are unchanged from last week. The weather is very good for the making of fancy cheese, and the average receipts are running high. The consumptive demand is good, but on account of the lack of export demand at the moment, plenty of cheese is going into storage.

Provisions.

Everything in smoked meats is steady and unchanged with a fair consumptive demand. Stocks are reported light and there is no particular change indicated. Pure lard is firm and unchanged with a fair consumptive demand. Compound is steady at a decline of about ¼ cent, due to the light demand. Cottonseed oil is perhaps ½ cent lower than the top, but is still very much above normal. Barreled pork, canned meats and dried beef are all unchanged.

INDIVIDUAL MARKET REPORTS.

Wheat and Flour.

In the last twenty years 9.6 per cent. of the crop harvested is the greatest quantity of wheat remaining on the farms on July 1st. This was on July 1, 1899, when the farm reserves were 65,000,000 bushels from a harvest of 675,000,000, the record crop up to that time. On that date contract wheat was under 70 cents per bushel in Chicago. If the forthcoming report of farm reserves is to be consistent with the Government's estimate of the crop harvested it will show that 10 per cent. to 11 per cent. of the 1915 crop remained on the farms on July 1st, namely from 100,000,000 to 113,000,000 bushels, as compared with only 29,000,000 bushels last year and 32,000,000 bushels two years ago.

The weather during June has been highly favorable to the growth of both winter and spring wheat, and in addition to showing an unprecedented quantity on the farm, the Government will very probably raise its estimate of the crop of winter wheat. You will recall that the Government reported the condition on June 1st as 73.2 per cent. on a par yield of 15.4 bushels per acre. The July 1st par yield is 16.8 bushels per acre, hence an estimated condition of 67.1 per cent on July 1st would indicate the same quantity of wheat as 73.2 per cent. on June 1st.

We feel satisfied that the Government will increase its estimate on winter wheat, therefore the forthcoming report will in all probability be very bearish in that it will show from three to four times as much wheat on the farms as last year, and in addition indicate an increased yield of wheat.

Last year at this time the stocks of flour and wheat in jobbers' and retailers' hands had been reduced to the minimum because of the high prices and the prospect of replacing for much less money with the advent of the new crop. The enormous demands made upon mills to replenish these stocks caused them to operate to their maximum capacity for several months, and buyers who waited too long to make their contracts found themselves paying a considerable premium for immediate delivery. This year the situation is altogether different, and in analyzing the figures we are appending, showing the prospective supply for the next year, due allowance must be made for it. In other words, the carry-over shown represents only the stock of wheat in the public elevators and farms, which of itself is not conclusive.

For the sake of comparison we have estimated the carry-over from the 1915 crop as 153,000,000 bushels, namely, 113,000,000 bushels, in farmers' hands and 40,000,000 in the visible supply. To this we add the Government's estimate of the 1916 crop, so you will find that (even including a huge and unprecedented carry-over) the total supply of wheat for the next twelve months will be 868,000,000 bushels, or 128,000,000 bushels less than last year. Out of this we will need 650,000,000 for food and seed, which will leave 218,000,000 bushels for export and for carry-over on July 1, 1917.

Broomhall estimates the present stock of wheat in Australia, Canada, India and Argentina as 280,000,000 bushels, which he says will supply all of the requirements of the United Kingdom for another twelve months without drawing on the United States for a single bushel. This leaves the Continental and non-European demand to be supplied by the growing crops in the United States and Canada until Argentina harvests another crop next December.

The wheat market for the four countries identified with the Central Powers is 30 per cent. short. The eight wheat growing countries identified with the Allies show a decrease in area of 9 per cent.

If, after allowing for small carry-over on July 1, 1916, we are to have available for export no more than 150,000,000 bushels of wheat for the whole of the ensuing twelve months, some very materially higher prices are to be seen, and we feel confident, notwithstanding the pressure at the moment of the abundant stocks, that the market is at or near bottom.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Sugar.

Refined Sugar.—All refiners' quotations are unchanged basis fine granulated 7.65 cents, regular terms, except Federal, who quote basis 7.75 cents. Arbuckle, Warner and McCahan will shade "soft sugars only" 25 points for prompt shipment, but are firm basis 7.65 cents for all other sugars. All refiners are firm basis 7.65 cents for all grades New business is increasing from day to day as contracts are becoming depleted. Next week the trade generally will be compelled to make new purchases to cover their requirements. The withdrawal demand has been very good this week and with more seasonable weather an increased distribution and consumption can be looked for.

Raw Sugar.—The market has ruled very quiet, with no sales reported. Moderate offerings of Cuba sugars nearby at equal 6.40, duty paid, with buyers showing little or no interest. Holders generally are asking equal 6.52 cents for July shipment. Sale reported cargo Porto Rico sugars for prompt shipment at 6.08 cents landed at Arbuckle.

J. H. HUSTON CO.
Philadelphia, Pa.

Imported Fish Specialties.

There is so little change in the market situation that it is hardly worth while sending out a new letter this week. New Scotch herrings are arriving rather freely, in fact, too freely, because the demand is rather restricted, owing to unfavorable weather conditions and most of the arrivals had to be put into cold storage awaiting a better market. We have had some shipments of splendidly cured and beautiful Newfoundland herrings which compare very favorably with the Scotch herrings, but even for those the demand is limited just now, and most of the shipments go into cold storage. They will be in good demand before long and fetch good prices.

Norway has prohibited the export of mackerel, salted as well as canned, and holders of mackerel here have taken advantage of this fact to advance their prices, but without stimulating the demand. Of course this embargo upon the export mackerel from Norway is not likely to last very long, and we expect that shipments will be permitted when the season comes for new Norway fat mackerel, and we expect to have the mackerel as usual.

The packing of Norwegian summer sardines, the best grade, has not started yet, because the fish are not large enough and the packers have agreed not to pack any of these Norwegian summer sardines until they are of a certain

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

The Human Side of Business.—Maybe some of you will say when you read the heading for this week's "Talks," "What is the human side of business anyway?" It's just that side that appeals to the simple things and simple courtesies of life.

And the first principle of this human side is to show a personal heart interest in the people with whom you come in contact. You know, kind, generous thoughts react. We get back that which we can give out. Such is the law.

* * *

Many a clerk sits tight on a distorted viewpoint regarding his employer. He sees big orders going out, big money coming in; he sees a beautiful home and handsome car, and he sees, or thinks he sees, a bad condition of inequality. A sore spot is created and the cause of this self-creation is the lack of looking at the human side.

For instance, in all probability you couldn't handle, without years of training, the propositions that he has to handle. The "law" has placed you in the position of a cog, and a very important cog at that, and the more strength and more vitality and more real service that that cog administers, the less sense of inequality will it demonstrate.

* * *

Respect and admiration and love, even for the big driving wheel always appeals to us as a very important factor in developing this human side.

* * *

That cold, severe business air that some clerks assume comes from a failure to enter into the sympathies of the customer. They sometimes unload their troubles on us because perhaps we may be the only responsive individual in sight. Should we give a deaf ear to her troubles? Not at all. We must dispense with our severity for a few moments and assume the brotherly attitude.

* * *

Aren't we a big family—ourselves and our customers banded together for mutual welfare? No one to take advantage of the other more than you would of your own sisters and brothers.

And let me say that the more of that family spirit that is imbued into our business the more of a permanent success we will make it.

The days of trickery have passed. It is no longer smart to "get your wages on the weight." On the contrary, it is the height of stupidity.

* * *

Be careful that the children of this "family" get your implicit confidence and you theirs. Wait on them patiently and politely, and give them prompt service and a happy smile and a good-natured "Good morning." They're the discriminators. They're the ones that pass the sullen clerk for the sunny one.

The other day it was rumored that a three-year-old had, to human sense, the measles. The mother seldom came to this particular store, yet the busiest man in the store called the mother on the phone to inquire about Elsie.

Simple thing to do, wasn't it? Yet that mother talked about the act in the most loving manner just because it had a touch of the

Human Side of Business.

size, so as to insure a uniform and fine quality. Of course, prices continue sky high, because they seem to be able to dispose of their packing easily and at enormous prices to European markets.

All reports from Norway indicate that there is going to be a great shortage of stockfish this coming season, because most of the fish is being salted owing to the enormous prices which saltfish is selling at now to the European countries. Consequently, prices for stockfish this coming season will be extraordinarily high, probably higher than they have ever been before. This is of course likely to restrict the consumption to some extent.

The market for imported oil sardines is unchanged. French sardines are scarce, of course, and very high in price, and bought only by those who want the very best without caring for the price. Portuguese are in only fair supply. Prices are steady and demand fair. Norwegian sardines are in fairly good supply, but prices are so high that the trade is not interested in them to any large extent.

STROHMEYER & ARPE CO.
New York.

Foreign Grocery Specialties.

First shipments of new Naples Italian garlic are now arriving, and show fair quality, although, of course, these goods must be sold quickly, as they are likely to spoil very shortly. The market in Naples is comparatively much higher than the market for garlic is here, so the importers of these first shipments of new Italian garlic are rather disappointed, as they cannot get their cost out of these shipments.

Spanish pimentos are scarce and high. Offers are being made already to book orders for delivery upon arrival of new goods, but as the new peppers have not even been planted yet, and as new goods cannot arrive here before the end of the year, we are not quoting prices on the new goods and prefer to await developments before entering into any large commitments, and we are advising our trade to await developments in the pimento market before booking up on futures.

Olive oil continues to sell freely, shipments are arriving regularly, although packers continue to have difficulty in securing supplies of tin, colors for lithographing, empty barrels and all raw materials, besides labor being very, very scarce. Prices, if anything, are even firmer, and there is no chance of lower prices for olive oil in the near future.

STROHMEYER & ARPE CO.
New York.

Evaporated Apples, Etc.

The evaporated apple market is firmer here, with higher prices on both spot and futures. The crop conditions seem to be getting poorer instead of better, and this has stimulated speculation especially. There are more inquiries for spot goods, at 5 to 5½ cents for carload lots, but it is becoming harder to buy.

New crop prime is held in 50-pound boxes at 5¾ to 6 cents, with 5½ cents bid.

The raspberry situation is also unsettled. Growers fear that present weather conditions will do some damage. The market is quotable at 25 cents per pound, f. o. b. in barrels.

C. C. HALL.
Rochester, N. Y.

Quaker Oats Co. Stands by Men Drafted for Military Service.

The Quaker Oats Co. has issued the following to its employees:—

In view of the call to Federal military service which has come to



Sunshine Clover Leaves—a fairy sandwich of two fragile sugar wafers with whirls of rich cream between. Perfect to serve with ice cream. 10c; also by the pound.

Sunshine Butter Thins—crisp little wafers, made with real butter and toasted an appetizing brown. 10c cartons

Sunshine Graham—real graham crackers with the full rich flavor everybody likes. 5c and 10c cartons.

Ever tried Sunshine Zwieback?—crunchy squares of twice-cooked bread, toasted so crisp that the most delicate stomach finds them digestible.

Sunshine Whole Wheat Wafers—hard, crisp biscuits buttered and salted just enough to make you relish the nutty flavor. The meal's favorite

Sunshine Yum-Yums—crisp little cookies spiced with ginger—have the [illegible] flavor always

Takhoma Biscuit—the Sunshine Soda Cracker—crisp and flaky—breaks evenly in the center. 5 cents.

Sunshine Saltines—crisp biscuits, salted just enough to lend zest to soup or salad. 10c in cartons, 25c in tins.

EVERYBODY LIKES

Sunshine Biscuits

There's a SUNSHINE Biscuit for every taste and every occasion and every one has SUNSHINE Freshness, SUNSHINE Flavor and SUNSHINE Quality to insure Satisfaction.

You have many kinds of customers—some who want dainty little sweet biscuits for teas and parties, some who want more substantial biscuits to eat with milk, cocoa or bouillon, others who want "between-meal nibbles" for the children. You can please them all with SUNSHINE Biscuits and make nice profits for yourself.

Have You a Sunshine Rack?

We have a beautiful, substantial rack that will display under glass covers twenty cans of SUNSHINE Biscuits.

This is a practical fixture and an ornament to any store. Ask the SUNSHINE Salesman about the SUNSHINE Rack and our other sales plans that mean increased profits for you.

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits NEW YORK

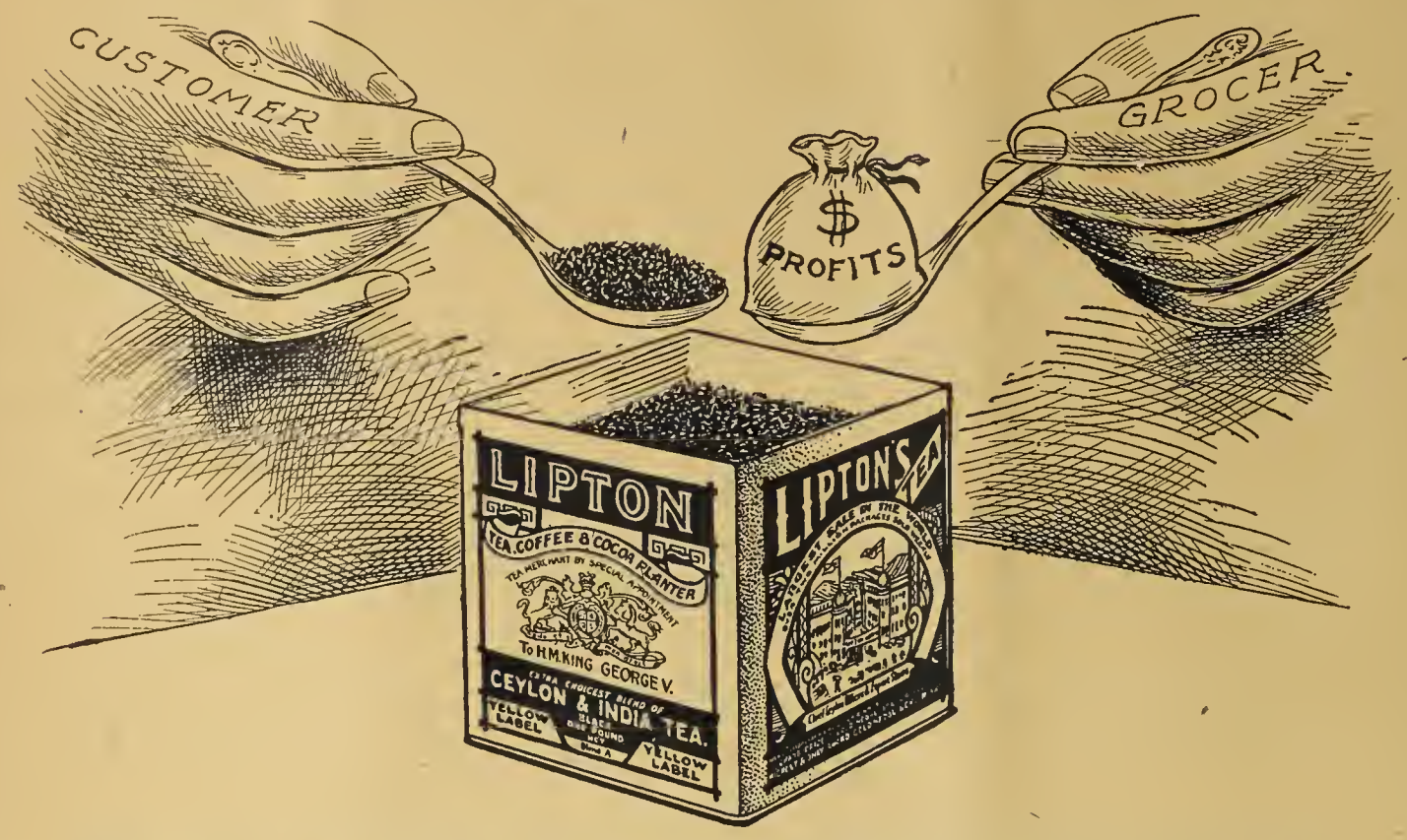
MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY IS OUR INTEGRITY

WHAT TO TELL CUSTOMERS

"Try SUNSHINE Biscuits on my suggestion. I know you'll like them."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

NO ADVANCE IN PRICES



There's Satisfaction for Your Customers and Profit for You in Every Package of

LIPTON'S TEA

We know **Lipton's Tea** will please your customers because it has pleased millions of tea drinkers all over the world—the *customers* of thousands of *grocers*. We know it will please because it is packed in ten different blends—"A tea for every taste," no matter whether the demand is for Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong, or Green Tea.

The sealed, air-tight package of **Lipton's Tea** retains and preserves the aroma and strength of the tea leaves—keeps the *flavor uniform*. Therefore, once you start customers on **Lipton's Tea** you are sure they will be pleased and continue to buy it afterwards.

Our enormous tea estates have enabled us to furnish the bulk of the world's supply of tea without changing quality or prices to you and your customers. This means the steady trade you build on **Lipton's Tea** will always be profitable!

"Tea—That's Only Half a Word—the Other Half is Lipton's"

Thomas J. Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"You can always depend on the flavor and strength of LIPTON'S TEA. We like to sell it because it always gives satisfaction."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

a number of the company's employes who are members of the National Guard, it has been decided that the company will make good to each man so employed the amount which his service wage may fall short of what his salary with the company has been. In the event of the employee returning in health and otherwise capable of satisfactory service, the company will also return to him his former position or one at equal salary.

These provisions apply only to employees who are already members of the National Guard—only for the period of the present service and not beyond the unexpired portion of the present term of National Guard enlistment in each case.

Seventeen men from the Chicago office alone have gone to the front.

The Week's Dry Goods Record.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods shows a substantial gain over the corresponding period of a year ago.

Road sales for immediate delivery are considerably ahead of the corresponding period of several years past and are in greater volume for fall delivery than for the corresponding period of last year.

Buyers have attended the market in much larger numbers than during the same week a year ago.

Collections show improvement over the corresponding period of 1915.

The market on domestic cotton goods is strong.

THESE MANUFACTURERS WILL GRATUITOUSLY SEND RETAILERS ADVERTISING AND DISPLAY MATTER.

(Continued from page 18.)

The O. & W. Thum Co., Grand Rapids, Mich. Furnishes show cards, chandelier cards; also window trims—six pieces, on paper, in colors. One show card is sent in each case of 250 sheets. Tanglefoot Fly Paper.

The Southern Cotton Oil Co., 24 Broad street, New York. Furnishes recipe books, cut-outs, window transparencies, complete window trims, envelope stuffers, electros, lantern slides showing dealer's name, and other dealer-helps. Wesson Snowdrift Oil.

Loose-Wiles Biscuit Co., Long Island City, New York. Furnishes cut-out displays, store hangers, magazine advertisement reproductions, bill boards, sampling lists, and attractive blank cuts for retailers' advertising.

Buffalo Specialty Co., 375 Ellicott street, Buffalo, N. Y. Furnishes window trims, newspaper electros, letters and circulars for dealers to send out to their customers. Liquid Veneer.

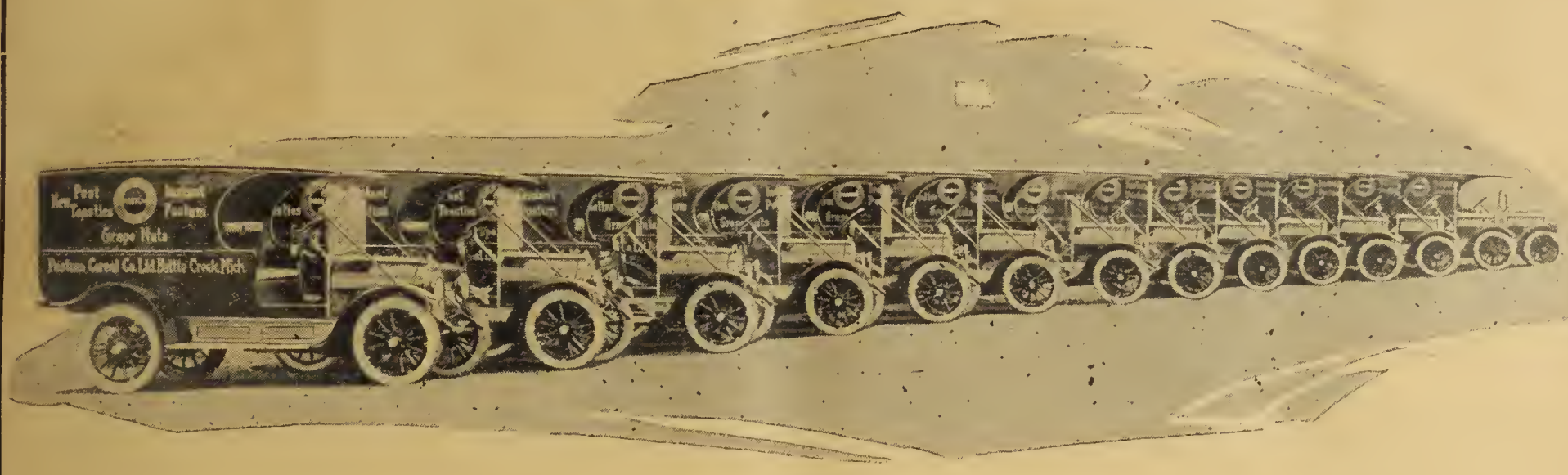
William J. Moxley, Inc., Philadelphia, Pa., will send to all dealers handling their butterine window trims, cut-outs, empty cartons, moving picture slides, quarter-pound samples and much other material of use in advertising and exploiting the goods.

The Hill Bros. Co., New York, will supply, advertising Dromedary Dates and Cocoanut, framed date signs, date hanger, yellow crepe paper, empty date cartons, cocoanut hanger and all material necessary for window displays.

Overland

TRADE MARK REG

Delivery Cars



Overland Merit Won This Order From The Postum Cereal Company

THE Postum Cereal Company of Battle Creek, Michigan, has just received 14 Overland Delivery Cars.

They are to be used in various parts of the country to enable branch houses to better serve trade and take care of increasing business.

The contract was given to The Willys-Overland Company in the face of keen competition.

Final selection was influenced by unsolicited recommendations from other large concerns which for several years have used a large number of Overland Delivery Cars.

Overland Delivery Cars are *producers*. They are rendering efficient service for thousands of concerns in hundreds of different lines of business in all parts of the world.

The Overland dealer will be glad to prove to you how Overland Delivery Service will be profitable in *your* business.
Phone him *to-day*.

Write for Catalog—Address Dept. 196

The Willys-Overland Co., Toledo, Ohio

"Made in U. S. A."



The Blamed Movies.

If you ask me, I believe these blamed movies are the biggest darned nuisance to the retail dealer that's ever happened.

They may be good things to Charlie Chaplin and Mamie Pickford or whatever her name is, but to the grocer and all the other storekeepers, specially in the little towns, they're a big curse.

I don't know whether you fellows have any idea how much money people spend on movies, but if I told you you'd call me a liar, and I couldn't stand that, so I ain't going to tell you.

I ain't ever been called a liar yet—not more than once in the same five minutes, anyway.

It ain't anything new—people taking money for the movies that they ought to spend for bread and butter, but the thing ain't ever come so close to me as it did last week, when a customer of mine told me some of the things he'd found out.

He was kicking about some of his collections. Said he had more money on his books than he'd ever had before since he started in eighteen years ago.

"And the people here are making more money, too," he said.

"Well, where in thunder does it go, then?" I asked him.

"Some of it goes to buy gasoline for Ford cars," he said, "but a lot of it goes for movies. Here's a town of 6,000 people, and there are four movies here, three of them anyway making money. Every one of the men that run the three have got cars. Making more money than anybody else in the place. I've been trying to collect an account from one of my customers. It's over a hundred dollars now and it hasn't been cleaned up for two years. Understand, they deal with me right along, and every once in a while they'll pay something on the old account, but the next week they'll drop behind on that week's bill, so the back part just runs along about the same. When I ask for something on account they hand over a lot of promises that never get anywhere. There's six in the family—father, mother, three children and the mother's sister. He's a shoe cutter and makes good money. *Every night* they take the whole family to a movie show. If there's no new pictures here, they trolley over to Smithtown and go to one there. I figured up the other day and I'll bet they spend pretty near $4 a week on the movies. If they paid that on my bill they'd have it paid off in six months. If they'd only pay a dollar a week on it I'd be satisfied if they'd keep up the weekly bill too."

"Why don't you hand this line of talk to them?" I said.

"I started in to do it once," he said, "and she asked me if I'd rather see her boys hanging around the pool rooms. Said she thanked God the movies gave a family some place to go together that way. She was quite worked up. I felt like telling her the movies were all right, but she hadn't any right to take her whole family to them at my expense."

"Why didn't you say it?" I said. "It was the thing to say."

"Oh! what's the use! It would only have made her mad. I couldn't have made her see it my way."

I suppose Charlie Chaplin thanks God for the movies too. I thank God I don't have to see Charlie more than once in three years.

"That isn't the only case I have by a great deal," he said. "I'll bet I can pick up twelve people who have been on my books for months, who always have money enough to go to the movies. Why the other day one of these women gave a movie party—took twelve other women That cost her $1.20 right there. She owes me over $30 I've been trying to get for three months."

"Are the other storekeepers here up against it the same way?" I asked.

"Of course they are—*all except the chain store.*" (I told the printer to put that about the chain store in Italics because it's important.)

"Well why in thunder don't you all get together and smoke these dead beats out?" I said. "Make 'em come across! No one of you can do it alone but it's a cinch to do i together."

"Oh, that wouldn't work," h said. "These fellows here wouldn' go into a thing like that."

"All right, if they wouldn't the they oughtn't to kick over what hap pens to 'em," I said. And I say i right here, loud, too. If people ain' willing to turn in and fix the thing they kick about, why then the ought to shut up and take thei medicine. THE STROLLER.

And Now a Canned Goods Combine

George W. Drake, secretary of th Western Canners' Association, is ou with a scheme for merging a hundre or more of the canneries of the countr into one big corporation, to be know as the "American Consolidated Can neries," capitalized at from $5,000,000 t $10,000,000. In a circular letter he ha mailed the various canners of the Mid dle West, Mr. Drake lays out th scheme in substance, as follows:—

After several years of careful, conscientious, persistent investigation of our business, I am convinced that the present enormous

Weekly Window Display Suggestions



Milk Display.

As a number of people make their own ice cream, a display like this is very good. To arrange: Cover the bottom of the window with any shade crepe paper you desire. Along the front arrange flavoring extracts in groups and place the name of each kind on top. At each side, and in the center of the window, place a small freezer, which any hardware dealer would lend you on account of the advertising. Between these place three bags of ice cream salt and at each side a pyramid of chocolate. At the rear arrange pyramids of the different sizes and brands of milk. Suspend a large sign card as shown.

hazards in connection with the same are due solely to the disorganization, lack of uniformity and unbusinesslike practices of the so-called smaller canner.

A plan I have in mind is to merge as many as possible (100 or more, none being barred) under one general head with one office where all buying and selling will be conducted and from which the quality of pack will be dictated and all possible assistance given to bring the products of the merged plant to an absolutely uniform quality.

The object of this plan thus far made known is almost too obvious to require extended explanation on my part, but in passing will say:—

First.—It will give you the advantage of volume buying, which in event of, say, 100 to 200 canners joining, would mean a saving of a great many thousands of dollars annually.

Second.—It would give you a perfect sales organization, which would be in a position to market your product at a profit and at the same time hold inviolate the most modern ideas of distributing in saving to the trade uncalled for, unreasonable, excessive freights.

Third.—This would give you an organization that would make uniformity of product a fact. By the judicious expenditure in advertising of the saving alone that would be made in the purchase of supplies, we could almost double the consumptive demand for our products every year.

This would, of course, result in the fiscal valuation of the plants going into a corporation as capital stock and would be represented by common stock, on which would be made an issue of preferred stock, which would be about equal to one preferred to two common, making a total capitalization of from $5,000,000 to $10,000,000 dollars, which would forever put an end to the multitudinous signatures now appearing on the back of the average canner's paper (notes).

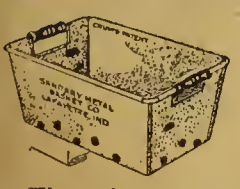
Waste Paper Balers

$12.00

AND UP

Buckeye Baler Company

1029 N. Main St. FINDLAY, OHIO



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

IN EVERY HOME



NOTHING has a wider sale than *milk;* some people like one cereal, some prefer *another*, but *all buy milk*. Even the woman who bakes her own bread and cakes *must buy milk*. *All* your customers are buying milk *every day*. Make up your mind that *you* are going to sell it to them and secure the profit on this great volume of sales; you can do it if you'll push the sale of **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Evaporated Milk,** because they are used in as many ways as raw milk and their natural flavor and rich creaminess will please your customers. **Borden's Brands,** both sweetened and unsweetened, are made by the most modern processes, and guaranteed absolutely pure. When you get your customers using **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Evaporated Milk,** they will also buy Borden's St. Charles and Silver Cow brands of Evaporated. Send us the names of your best customers and we will mail each a Recipe Book, showing dozens of delicious dishes that can be made with **Borden's Milks.** This is sure to bring you increased sales.

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

Established 1857 NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY INTEGRITY SERVICE

WHAT TO TELL CUSTOMERS

"You'll find **BORDEN'S MILKS** a great help in your cooking. They make doughnuts, cookies and cakes that are as light and delicious as can be, and enrich all gravies and sauces."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



No. 370.—Collecting Debts Barred by Bankruptcy Proceedings.

This bears upon the legal effect which bankruptcy proceedings have on a man's debts, particularly upon the question of collecting an old debt after the debtor has gone through bankruptcy:—

Baltimore, Md.

We have a customer who, before he got mixed up in some mining deals, did a large business and used to buy large quantities of goods from us. For several years he paid promptly, usually discounting. A year ago he became involved and finally went into bankruptcy, owing us about $1,500. It was a bad failure, we only getting about 13 per cent. His bankruptcy case is closed and he has been doing business again in his own name for several months. When he again went into business he came to us and asked for credit. Naturally we were not very desirous of extending it to him, after having been mulcted by that large sum, but the man had good backing and some chance of inheriting a large sum of money, so we agreed to give him a small line, provided he would agree to pay off the balance of the old account. It was his own proposition to do this, and he agreed to do it before two witnesses beside myself. The promise was to do it within six months, and on the strength of this we extended him the credit. The six months expired last week and we made demand on him for the money. He paid no attention, and after repeated letters he came to our office and said that when he made the promise he did not know that his bankruptcy excused him from the debt. He said he could not pay and had no intention of paying, as his bankruptcy closed everything up. Please advise whether we have any chance of getting anything.

E. K. Mullenow & Bro.

You have an exceedingly good chance, if the man has anything. If he has nothing now, but is likely to have, I should get judgment against him and wait till something comes into his hands.

A bankrupt can always make himself responsible for his old debts, after he has been discharged in bankruptcy, if he chooses to. If he does choose to, he is just as liable as if he had never gone through bankruptcy.

Ordinarily bankruptcy proceedings operate to relieve a bankrupt debtor from liability from all debts which are provable against him, even though they were not proved against him during the bankruptcy proceedings. It is the place of the creditors of a bankrupt to come forward and file their claims. If they fail to do it, they are out.

Bankruptcy proceedings do not wipe off all classes of debts, however. For example, an obligation to pay alimony; or the lien of a recorded judgment, or attachment, or mechanic's lien, or mortgage; or a vendor's lien; or debts incurred by fraud; or liability to pay somebody damages. Debts of these classes are left alive by bankruptcy and can be collected just the same after as before. But the ordinary commercial debt such as money due for goods sold and delivered, is wiped out, whether the creditor comes forward and puts in a claim or not.

But it can be revived again if the debtor wants to revive it. Bankruptcy proceedings don't extinguish the debt; I was a little inaccurate when I said it was "wiped out." Bankruptcy merely prevents a creditor from collecting the debt. The debt still exists as a moral obligation. It is the same with a debt outlawed by time—it is not dead, b sleepeth, and it can be revived. T creditor is simply deprived of l remedy.

How can such a debt be revive By a new promise. The promi which this Baltimore correspon ent's customer gave is precisely t sort of promise that revives an o debt. Although in this particul case it did have consideration—t agreement to grant new credit— needed no new consideration at a The existence of the old debt as moral obligation supplied the co sideration.

The promise need only be e press, positive and unconditiona "I guess I'll pay that off," is n enough. "I know I owe it," is n enough. "I'll fix you up some time is not enough. "I'll pay that old de as soon as I'm able," is enough you can prove that the debtor h become able.

Except in a few States the pron ise does not even have to be in wri ing. It does have to be in writin in the following: Arkansas, Geo gia, Kentucky, Maine, Massachu setts, Michigan, New York, Nort Carolina, Pennsylvania, Sout Carolina, Texas and Vermont. I all States it is always better t get it in writing, but very often tha is not practicable. It would put th debtor on his guard. Often formo bankrupts will make such promise in the belief that they won't hol To ask them to put them in writin would spoil the whole thing.

So that this Baltimore corre spondent can collect his money—i

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Beans Kiting

Did you ever hear of such prices? Those who should know, say not since the Civil War times. Will there be a bean famine? New crop will not come on the market before October. Well, of course, this means higher prices on canned Pork and Beans. We are selling, subject to being on hand when order is received, our well-known brand of

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Quaker City Pork and Beans

REPRESENTING QUALITY AND QUANTITY

No. 3 Size Tins, plain - - - per dozen, $1.40
No. 3 Size Tins, tomato sauce - per dozen, $1.45

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

his debtor has anything to pay with —and so can any other creditor who can induce his former bankrupt debtor, after his discharge in bankruptcy, to promise to pay.

(*Copyright, July, 1916, by Elton J. Buckley.*)

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

The First Gun in the National Coffee Campaign.

There is now in course of preparation by a committee of the National Coffee Roasters Association, an educational school exhibit consisting of a glass covered box containing samples of coffee in cherry, parchment, peaberry, natural green and washed green, and five samples of different granulations, colored pictures of the coffee branch and of various green coffees and photographs of coffee culture, etc., also a domestic science exhibit, consisting of five charts (9½ x 11 inches) illustrating the various points on grinding and brewing, reported by the association's Better Coffee Making Committee.

These charts are described as follows:—

No. 1.—Microscopic enlargement of a grain of coffee.
No. 2.—Comparative efficiency of granulations.
No. 3.—Comparative water temperature efficiency.
No. 4.—Comparative extraction efficiency.
No. 5.—Seven primary principles of coffee grinding and brewing.

Booklets containing a summary and detailed explanation of the several reports submitted by the association's Committee on Better Methods of Coffee Making, on grinding and brewing, as authorized by the last convention, are also now in course of preparation. This booklet will be called "The Blue Book on Coffee Grinding and Brewing" and the cost will depend on the quantity ordered. It is hoped to produce these booklets at from $3.50 to $5 per thousand, according to quantity. They will, of course, be distributed to consumers.



That Novelty in
Mapleine Flavoring

not found in any other flavor. Has more uses than other flavors—used for ice cream, in cakes, in icings, in candies, etc.

Your Customers Will Be Pleased

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

Fiction and Friction

It doesn't take much to change one into the other—and that's as true in business as in anything else, Mr. Grocer.

FICTION is all right in story books, but it has no place in the dealings between a manufacturer and the men who are to pass his goods along to the consumers. Same way with FRICTION. It's a good thing to light matches with—in the right way and at the right time—but mighty bad in our business relations. It's 33 years, Mr. Grocer, since we've been co-operating with you to kindle light in the world, and we're rather proud to testify that we don't know much about either fiction or friction in our friendly relations with you. On the whole, it rather strikes us as a

SAFE MATCH

The Diamond Match Company

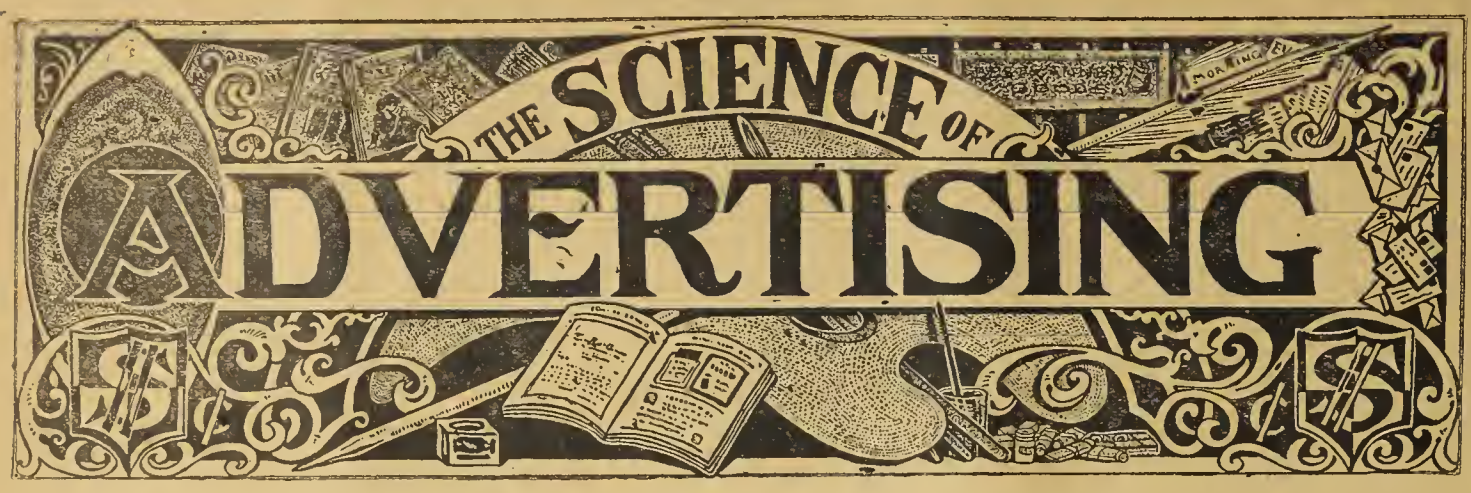
The Greatest Match Makers in the World

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA.
SECURITY
YOUR INTEGRITY IS OUR

SAY TO CUSTOMERS

"I recommend DIAMOND MATCHES because they always give satisfaction. I use them myself here in the store because every DIAMOND MATCH is a perfect match and there's none wasted. They're also safe in every sense."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



F. K. Sutton, of New Milford, Pa., sends me a copy of the "New Milford Advertiser," containing a 5-inch double column advertisement of his. I reproduce it below. I am constrained to say in all frankness that the "New Milford Advertiser" is one of the poorest printed papers that I have seen in a long time. Cheapest possible paper, so poor it crumbles in the hands, all smudgy with too much ink, and altogether presenting a distinctly third-class appearance. Such a paper doesn't reflect credit either on the town or on itself. It is exactly as if the publisher of it went around with the bottoms of his trousers frayed and a filthy collar. It is not possible that the townspeople could look on him in the same way as if he was sprucely and neatly dressed. Clothes make the man and the dress makes the newspaper to a very large degree. I know something of the troubles of a country newspaper publisher, for I have been there. Very often there isn't money enough to buy the right kind of paper and to fix up other defects. But nevertheless the appearance of this paper can without doubt be improved. A little more attention to the press-work would give a cleaner appearance and raise its quality one hundred per cent. It would make it a better advertising medium, too, for its present sloppy appearance of course extends to every advertisement in it.

* * *

I am reproducing Mr. Sutton's advertisement here, about the original size:—

SEEDS

If you get good results from your garden you must have good seeds---the kind we sell.

We are well stocked with all kinds of garden geeds in bulk and packages; also GRASS SEED---the best.

Clean-up and Paint-up

A Full Line of

Brenning's Paints and Varnishes

And all the necessary requsites for the Spring Clean-up except the labor.

F. K. SUTTON

This is not very much more than an announcement, is it? I have often thought that a good way to advertise seeds would be to hunt up somebody who bought them from you last year, and find out what luck he had. Use his experience to make an advertisement. Of course it would have to be somebody who had had good luck—it wouldn't be hard to find such a person in a small community. You can see the idea from this suggestion for the heading: "John Stokes and His Tomatoes," the point being the results that your seeds gave. A little human interest injected into a seed advertisement—most seed ads. are woefully tame and uninteresting—ought to sell seeds every time. Even if you don't want to go to the trouble of looking up your last year's customer, there must be some special thing about the kind of seeds you sell that would enable you to write an interesting advertisement.

* * *

As to Brenning's paints and varnishes, the people of New Milford may know all about them. If they do, then the mere mention of the name is enough, like Royal Baking Powder, but if they don't know all about them, it would have been better to say in a few words just what the particular point about them is.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organization Notes.

The next meeting of the Lancaster Retail Grocers' Association will be held on July 11th. Mr. Smedley will be there.

* * *

The Pottsville Association has arranged for a monster celebration of the "Glorious Fourth." Over $2,000 will be spent to make the day a success. The will be lots of music, a parade, fire works, a big programme of sports an other attractions.

* * *

Barnesboro is reorganizing. The new association now has forty-seven members. Louis Lutenburg is temporar chairman and Y. H. Rue temporary secretary.

* * *

At Montrose on June 21st, the Business Men's Association of Susquehanna County was organized and steps taken to enroll every business man in the county. Mr. Smedley was present and assisted in the organization. Officers were elected as follows: President, H. H. Craver, Brooklyn, Pa.; vice-president, S. B. McClain, Rush, Pa.; secretary, Geo. H. Terry, Brooklyn, Pa. treasurer, O. F. Maynard, Harford, Pa. Executive Committee, H. E. Cooley Montrose; Jno. G. Hand, New Milford C. W. Lel, Springville; Committe on By-Laws, Messrs. C. S. Gambill and H. E. Cooley; Membership Committee W. H. Warner, cashier First National Bank; C. F. Pross, cashier Farmers National Bank, both of Montrose; V. D. Hand, Hallstead. In the evening dinner was served at the Tarbell House and some inspiring addresses made.

* * *

The Bradford Association has a business boosters' association for a bigger, better, busier Bradford. It has perfected plans for trade expansion and its slogan is "Let us work together for a bigger and better community."

* * *

Every merchant in the State is invited to the annual convention of the Pennsylvania Retail Merchants' Association to be held at Bradford on August 22, 23 and 24, 1916. Every privilege of the convention (except the right to vote) will be accorded the visitors. A splendid programme is being arranged and every effort being made to make the convention a big success.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 **Dorchester, Mass.**

NEW LARGE

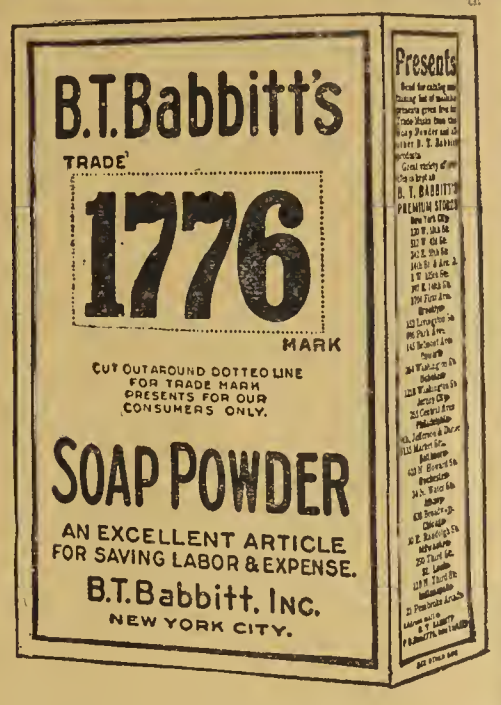
Pound Package

ONLY 5 CENTS

To the Consumer

The New Package of

Babbitt's 1776 Soap Powder



has every feature in its favor to make it the biggest and fastest seller you ever handled. It's a pure soap powder of wonderful cleansing power, and means "Freedom from Drudgery" for the housewife. The big pound package that costs only 5 cents is the biggest moneysworth she can buy, and that pleases her. The Trade Marks are good for beautiful and useful presents. If you'll keep 1776 Soap Powder on display and mention its features to customers, you'll find it easy to put a few packages in every order.

B. T. BABBITT, Inc.

NEW YORK CITY

You Profit—

and your customers benefit, every time you sell Rumford. Every can sold means another sale of—

Rumford

THE WHOLESOME

BAKING POWDER

RUMFORD CHEMICAL WORKS,
Providence, R. I.

N.65

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY CO.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart, mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

Dayton Moneyweight Scales

S. M. TEMPLETON

1313 Arch Street, Philadelphia, Pa.

District Sales Manager



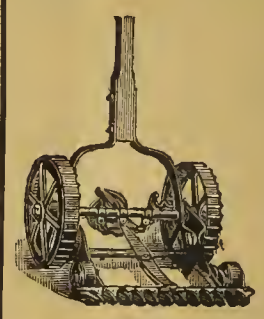
They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



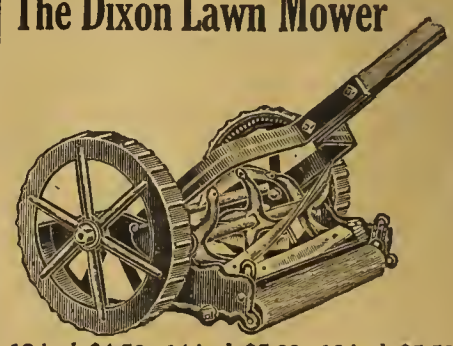
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—A general stores salesman who is at present employed and has held this same position for at least two years. Salary $800 to $900 per year, according to previous experience and record. Address C. E. Engel & Co., Union Bridge, Md. 7

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 11 N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

STORES.

FOR SALE.—First-class general grocery store, very best location, doing a business of $12,000 a month; more can be done. Only those meaning business and have the cash need apply. Building contains meat market and is large enough to accommodate four families. Three-room cottage adjoins. Also have one five-passenger Abbott-Detroit touring car, 1916 model, forty-five horsepower, self starter; easy on tires; averaging twenty miles per gallon gasoline on rough country roads. Address Frank Horvath, Wyano, Pa., Box 98; Bell phone 115-R 14, Youngwood, Pa. 10

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—General store, with dwelling, stock and fixtures, at appraisement. Established thirty-five years. Wishing to retire. Only those meaning business need apply. Address Post Office Box 43, North Wales, Pa. 3

FOR SALE.—Grocery and meat store, doing a very large cash business. Will sell fixtures to a quick buyer for $1,250, stock at inventory. Property can be bought for $6,000; seven rooms, bath and all conveniences. Address N. W. corner Park Ave. and York St., Philadelphia. 12

FOR SALE.—Six-room house and grocery store, located in Carrick (Pittsburgh), Pa.; grocery established for fifteen years, oldest established business in Carrick; invoices $2,500; house is six rooms, all modern conveniences (bath, electric light, gas, outside buildings, including stable). Will sell for $10,000, part cash, balance to suit buyer. Retiring from business reason for selling. Address Jos. Englert, 443 Spencer St., Mt. Oliver P. O., Carrick, Pa. 10

FOR SALE.—Established mercantile corporation, $10,000.00 capital, doing cash and credit business, all credit business secured with good collateral, big profits, new, up-to-date store fixtures, stock A No. 1, located in one of the oldest towns in South Carolina and in best farming sections of State. Best store building and best location in town. Prefer selling outright, but would sell half and give purchaser management of business. This is your opportunity. Owners have other interests and wish to engage in other business. If interested, address Corporation, care Grocery World Publication Co., 927 Arch St., Philadelphia. tf

COLLECTIONS

SQUARE DEAL ON COLLECTIONS.—No collection, no charge. No advance fees or grafting expenses of any nature whatever. Strictly commission—if we fail to collect your accounts we lose, not you. Send postal for information. Address the Standard Mercantile Service, North Diamond Station, Pittsburgh, Pa. 2

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JULY 3, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	1
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	26
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Paper Bags	9
Paper, No. 2 Manilla and Silk Fibre	9–10
Cheese	1
Eggs	1
Peas and Beans	1
Dressed Meats	2
Dressed Poultry	2

DECLINES.

Butter	
Flour	1

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

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Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400			per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300			per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz	per case 3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

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Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.16¾
Santos, extra fancy	17½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.50	18 60
Seven Day (f. o. b. N. Y.)	15 25	15 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per lb. .36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

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BUTTER.

Tub Butter—	Per lb
Creamery specials	.32
" extra, 60-lb. tubs	.31
" first, "	.30
" second, "	.29
" third, "	.35
" dairy, extra, bakers' use, 30–60 lbs	24–.28
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	34–.35
Print Butter—	
Prize	.31
Gurnse, lbs. and ½ lbs.	.36
Awltru	.35
Honebe	.33
Star or S. D., 1 lb., 20–50 lb. bozes	.36
B. B., E. D., 20–50 lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.34
Sheaf ("400"), Elgin, 20–50 lb. boxes	.33
Sheaf	.32
White Rock	.37

CANDLES.

	Per lb
P. & G., 8s, 30 lbs	.10½
" 16s, 30 lbs	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07½
Searchlight, hotel, 16s, 30 lbs	.06½
Peerless, hotel, 16s, 30 lbs.	.09½
Bright Light, 16s, 30 sets to box	per box 1 25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.85
Quarts	5.30
Pints	4.95
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.00
Jelly glasses, fluted, bbls. 24 doz	per doz. .17

CATSUP.

	Per doz
Snider's—	
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.85
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

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CANNED GOODS.

Baked Beans—	
Ritter's	.95
B. & M., No. 2	.95
Campbell's, 16 oz., tomato sauce or Boston style per case	1.90
Snider's, No. 2	1.40
Yan Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.35
Vitcory, No. 1	.50
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Lima Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
String Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
Red Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.80
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.75
Peas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.75
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.75
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
Beets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
Succotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	1.05
Sour Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.50
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.15
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	
" No. 1, flat, 4 doz.	
" No. ½, flat, 4 doz	
Star, No. ½, flat, 4 doz	
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused. No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No. 1, tall	.95
Shrimps, No. 1. wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ⅛s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	13.50
" ¼, boneless	17.00
" ¼, peeled and boneless	18.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ½s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ¼s, 100	7.00
Underwood's, ½s, 50	4.50
Pickert's, Crown hrand, ½s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.22½
" No. 2, key, 1 doz	4.20

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz.	2.20
No. 2, 1 doz.	4.20
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tall, Mock Turtle	3.75	1.85	.95
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90

	Per case
Campbell's, No. 1s, 10½ oz., 4 doz.—	
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33

	Per box
Wilbur's Sweet Clover Chocolate—	
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.21

	Per lb
Walter Baker & Co.'s—	
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26

	Per box
Hershey's—	
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.23
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29

	Per doz.
Blooker's Cocoa—	
Grand brand, ⅛-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85

	Per lb
Lowney's—	
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1 65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.51½	¼ lb	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.59	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2 25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.92
9x12, "	1 18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good " 200 "	6.25

Butter, Wax—	Per pkg
9x12, about 480 sheets	.18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.55	.44
½ "	10M	.66	.53
1 "	8M	.89	.70
2 "	6M	1 16	.91
3 "	5M	1.40	1.10
4 "	4M	1.72	1.35
5 "	3M	2 00	1.57
6 "	3M	2.44	1.93
8 "	2M	2.83	2.23
10 "	2M	3.24	2.79
12 "	2M	3.78	2 97
14 "	1M	4.78	3.76
16 "	1M	5.12	4.02
20 "	1M	5.74	4 51
25 "	1M	6.32	4 98

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.48
24½ lbs., ⅛ bbl	.88
49 lbs., ¼ bbl	1.60

No. 2, Manilla llght weight—	Per lb.
12 in. rolls	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½

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Silk Fibre, No. 1—	
9 in. rolls	.04¾
12 "	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾
30 "	.04¾
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.50
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3 00

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Grabam Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " witb horseradish	"	.....
" large, 1 doz	"	2.00
" " with horseradish	"	.....

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Wein Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz	per doz.	.95
" sitting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, less	.....
Sap Sago, 3 to lb	cask, per lb. .....
" " less than cask, "	.....
Roquefort	12 in case, " .....
" less than case, "	.....
Parmesan, about 30 lbs	loaf, " .....
" less than loaf, "	.....
Edam, 12 in case	case .....
" single	.....
" In tin	per lb. .....
" 1-lb. tins	per case .....
Camembert, domestic, wood boxes	per doz. 3.00
" Autocrat brand, large	" .....
" " medium,	" .....
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz. 2.25
Parmesan, grated, ready for use, small bottles,	per doz. 2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase	per doz. .....
American Swiss, No. 1	loaf .....
" " less than loaf	.....
" square loaves, No. 1, about 25 lbs. each	per lb. .29
Limburger, No. 1	box and ½ box .20
" " less than ½ box	.22
Plnxter, from Holland, in tins	per doz. 2.60
Muenster	per lh. .23
Brick, No. 1	" .22
English Dairy	" .24
Pineapple, picnic size, 6 In box	per box 3.00
" gem size, 6 in box	" 2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 In box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 In box	1.90
Miniature Cream or Phila., 12 In box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked welgbt	per lb. .....
Weiner Wurstel, 16 In tin	per doz. .....
" 8 in tin	" .....
Imported Cervelat Sausage, Rolff's	per lb. .....
Imported Frankfurters	per doz. .....
Goose Breast, Imported, marked welght,	per lb. .....
Pate de fois Gras, small	per doz. 3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.26	.....
" (G. A. P.)	.....	.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lacbs Ham	"	.39
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balognn	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Tburinger Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	" .....
" 5-lh. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, In glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	.....
Mixed, standard, bbls		.....
" ½ bbls		.....
Milkers, standard, bbls		.....
" ½ bbls		.....
Scotland—		
Mixed, large, fulls, bbls		.....
" " ½ bbls		14.50
Milkers, " bbls		.....
" " ½ bbls		.....

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Marinirte Herring, imported, about 40 In pail	2.75
Roll Herring, imported, about 25 in pail	.....
Spiced Herring, imported, about 40 in pail	.....
Norway Stockfish, dry	per lb. .22
Matjes Herring	piece .....

Bismarck Herring.

Round tins, with key, pint	per doz. 2 65
" " quart	per tin .42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tin	1.30
" 2-quart tin	.75
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand	per keg .....
" 5-lb. pails	per pail .....
" 10-lb. pails	" .....
Cut Spiced, 10-lb. pails	" .....
" 5-gal. keg	per keg .....
Russian, In glass jars	per doz. .....

Norway Anchovies.

Fancy, keg		.....
" ⅛ keg		.....
" ¼ keg		.....
" ⅓ keg	per doz.	3.00
Original package	per ⅓ bbl.	.....
Repacked, 5-lb. pails	per pail	.....
" 10-lb. pails	"	.....
" 5-gal. kegs	per keg	.....
" ½-lb. flat tins	per doz.	.....
" ½-lb. tall tins	"	.....
" 1-lb. tall tins	"	2.10

Salt Sardellen.

Original packages, 1902	per anker .....
Repacked, kegs, about 8 lbs	per keg 3.25
" pint jars	per doz. 5.25
" large tumblers	" .....
" small tumblers	" 2.00

Russian Caviar.

1-lb. tins	per doz. .....
½-lb. tins	" .....
¼-lb. tins	" .....
⅛-lb. tins	" .....

German Dill Pickles—Regular Size.

60-gal. casks, about 2000	per cask	.....
50-gal. bbls., about 1200	per bbl.	12.00
15-gal. kegs, about 500	per 100	.....
10-gal. kegs, about 300	"	.....
5-gal. kegs, about 150	"	.....
10-lb. pails, about 50	per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	.....
48-gal. bbls	per bbl.	5.50
10-gal. kegs	per keg	2.00
5-gal. kegs	"	1.15
10-lb. pails	per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb. .....
Spitzkugein	" .....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 In pkg., "	.....
Amandines, 9-lb. tins	per tin .....
" small tins	" .....

Pickles and Onions in Vinegar.

Mixed Pickles and Cbow-cbow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs	per bag	.....
Green Kern	per lb.	.35
Potato Flour	"	.09½
German Dried Pears	"	.....
Dried Mushrooms	"	.....
Junlper Berries	"	.08
St. John's Bread	"	.....
Bay Leaves	"	.08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.13
½ bbls., about 180 lbs	.13⅛
Tubs, about 65 lbs	.13⅜

CHEESE.

New York, full cream, fancy, old, 40 lbs		.17
" " choice, new, 35 lbs		.19
Picnics, full cream, fancy, new, 20 lbs		.17½
Swiss, domestic, about 30-lb. blocks		.24
" about 70-lb. loaves		.....
McLaren's, medium, 2 doz	per doz.	1.35
" Club, 2 doz	"	1.00
Red Edam	each	1.65
Philo Cream, 1 doz. 10c. size	per doz.	.95
Elkhorn Pimento, 1 doz	"	1.40

EGGS.

	Per doz
Nearby, candled and selected, 30 doz	.28
Western, selected	.24
Milken Farm	.29
Awltru, packed In cartons	.27

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FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans.....per lb.	.33
Anchovies, in oil, 6 ring bottle.....per doz.	5.25
" " 3 ring bottle. .... "	3.25
Capers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
Canton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case ..... "	.....
Cherries in Maraschino, glass, 1 doz.. "	7.00
Clam Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
Currie Powder, pints ..... "	3.70
" 4 oz ..... "	2.65
" 2 oz ..... "	1.65
French Peas, extra fine ....per case	21.00
McCann's Irish Oatmeal—	
2-lb. cans .....per doz.	3.35
5-lb. cans.....per tin	.70
14-lb cans ..... "	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
Petit Beurre.....	.30
Dinner	.35
Breakfast.....	.35
Red Pepper, ring, pints .....per doz.	1.25
" " ½ pints..... "	.60
Salt, stone jars, 4 doz.....	1.75
Theodore Marquett Mushrooms—	Per case
First choice.....	41.00
Choice, 100 tins.....	39.00
Hotel, 100 tins.....	36.00
Truffles—	Per tin
⅛.....	.20
⅛.....	.35
¼.....	.60
½.....	1.25
Shrimps, pickled, small size.....	1.20
" Dunbar's, 2 doz.....per doz.	2.75
Figs in Cordial, Bishop's, 1 doz..... "	6.50
Crystalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
Lime Juice, Rose's..... "	5.00
Victor Rose Water..... "	2.25
" Peach Water..... "	2.25
Pitted Olives..... "	5.25
The Franco-American Food Co.—	Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.	1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—	
Per tin, 100 cubes.....	1.70
" 50 cubes.....	.90
Per doz. tins, 12 cubes each	2.75
Ameko Clam Bouillon—	
7-oz. bottles, 1 doz.....	2.00
14-oz. bottles, 1 doz.....	3.75
Ameko Tomato Bouillon—	Per doz.
Pint bottles.....	6.00
Quart bottles	9.00
Gallon jugs.....each	2.75
Liebig's Oxo Cubes—	Per doz.
12 4s, 10c. size.....	.85
12 10s, 25c. size.....	2.00
Cans, 100 cubes.. .....per 100	1.65
Armour's Beef, Clam and Chicken Cubes—	
Small boxes, 12 cubes, 1 doz.....	2.50
Medium boxes, 50 cubes .....per tin	.90
Large boxes, 100 cubes..... "	1.70
Armour's Concentrated Bouillon—	
Jars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
Armour's Tomato Bouillon—	
Bottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
Fancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

Armour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
Armour's Fluid Beef Extract—	
Bottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
Ceresota	6.40
King Midas	6.80
Gold Medal	6.50
Millhourne	6.40
On Top	6.75
Pillsbury's Best.....	6.40
Semper Idem	5.40
Pride of the West.....	5.50
Sunbeam	5.40
Quaker.....	6.10
Blue Seal.....	5.35
Sunny White	6.65
Crocker's Best.....	6.10
Duluth Imperial.....	6.15

Prepared Flours.

Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	Per case
3 doz. 14-oz.....	1.44
2 doz. 28-oz.....	2.40

Either straight or assorted cases

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
Uncle Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s.....	1.30

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.06¼
New York State Marrows, new, bags about 2½ bushel	5.30
Michigan Pea, new, bags about 2½ bushel..	4.57½
Red Kidney, 60 lbs. to bushel	5.50
Peas—	
Green, domestic, bags about 2½ bushel	3.35
Yellow, split, domestic. 1 bushel bags.....	3.20
Lentils—	Per lb.
00000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Homiuy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	2.75
No. 3, 100-lb. bags.....	2.75
Oatmeal—	
B, bbls.....per hbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.75
" 90 lbs ..... per keg	3.00
" 90 lbs.....per sack	2.75
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1.65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.60
" " no china 20s.....	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.60
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.75
Pettijohn's Breakfast Food, 18s.....	2.12½
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s.....	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	2.00
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10

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Sundries—	
Pettijohn's Bran Flour, 12s.....	3.80
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.25
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New. Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1...170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2...220-250	31.00	16.10	8.25	1.80
Ex. Norway, No. 3...320-360	.....	.....	.....	.....
Ex. Norway, No 4...400-450	.....	.....	.....	.....
Ex. Norway, No. 5...550-650	.....	.....	.....	.....
Shore Bloaters 100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1.....170-190	27.00	14.10	7.25	1.60
Med Shore, No. 1...200-210	26.00	13.60	7.00	1.55
Ex Shore, No. 2.....210-230	25.00	13.10	6.75	1.50
Extra Irish, No. 2...300-350	.....	.....	.....	.....
Med. Irish, No. 2 ...350-400	.....	.....	.....	.....
Spring Irish.....325-375	21.00	11.10	5.75	1.30
Large Cape Shore...100-120	21.00	11.10	5.75	1.30
Med. Cape Shore....180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	.....	.....	.....	.....	.....
Salmon, large, red.....	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.10½
Gilt Edge, 40 lbs.....	.07½
Favorite, Middles, 60 lbs.....	.16

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.09½
" medium.....	.09

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb
Halibut.....	.16
Bass Native	.15
Salmon, fresh.....	.18
Eastern Cod	.12
Croakers	.04
Large Hake	.08
Haddock	.06
White Cat Fish.....	.15
Red Cat Fish.....	.12
Spanish Mackerel.....	.12
Snappers	.12
Eels	.12
Rock Fish..... .12	.14
Lobsters.....	.30
Flounders	.05
Large White Perch	....
Sea Bass	.06
Blue Fish.....	.18
Porgies.....	.06
Fresh Mackerel.....each	.30
King Fish	.10
Weak Fish ..... .05	.10
Butter Fish.....	.07
Tile	.06

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickett's, cans, No. 1.....per doz.		1.00
" No. 2.. "		1.45
Clams .....per M	7.50	- 9.50
Necks . "	5 00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs..	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons .	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.26½
⅛ and ¼-lb. pkgs., 15 lbs	.27½
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32	per bottle	.70
Continental, red, 1 doz		.40
" black, 3 doz	per doz.	.35
Royal, black, 3 doz.		.25
Stafford, Commercial, 32		.70
Thadeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz		.50
" Green, Blue or Violet, 1 oz		.50
" Magic Black, 1½ oz., 1 doz		.50
" Electro Chemical, 1¼ oz., 1 doz		.50
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.85
" No. 2, slim			.85
Rochester, No. 2			.85
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	3.00
Cold Blast		5 doz.	3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners		.55 .65	.75

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Bauner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20, 40 and 68 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20, 40 and 68 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.50
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ¼-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08⅛
Fancy, hand picked	.06
Virginia, choice	.05⅛
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.00
10-gal. keg, 2200s	12.75
5-gal. pail, 1100s	6.50
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.25
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	.....
" 40 grain	.....
Cruikshank, distilled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.20
" " 10–12 lbs	.20
" " 14–16 lbs	.20
" Skinned Hams	.23
" Cooked Hams	.34
" Bacon	.25
" Dried Beef, insides	.28¼
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.18¾
" Skinned Hams, 18–20 lbs	.21¼
" Picnic Shoulders	.15¼
Hams, skinback, 18–20 lbs	.20½
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.14½
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.28
Brisket Pork	24.50
Jersey Pork, butt.....per bbl.	24.00
" family "	27.00
Breakfast Bacon, rib in	.19
" boneless	.20
S. P. Bellies, 14 lbs. average	.16½
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.33
Beef Tongues, smoked, 5–6 lbs.....per lb.	.21
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per case
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per case
Armour's Simon Pure Leaf Lard—	
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.14⅝
Jewel, compound	.12⅝
Cotosuet	.12¾

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City Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	9.30
No. 5 tins	12 in crate	9.37
No. 3 tins	20 in crate	9.45
Compound—		Per lb.
Tierces aud tubs, about 340 lbs		.12½
60-lb. tubs		.12⅝
10-lb. tin pails, 60 lbs		.09⅝
5-lb. " 60 lbs		.09¾
3-lb. " 60 lbs		.09⅞

DRESSED MEATS.

City Dressed Stock—		Per lb.
Steers	.11	-.15
Heifers	.10½	-.14
Cows	.08	-.12
Veal Calves	.13	-.14
Extra Calves	....	-.17
Southerns and Barnyards	.10	-.12
Country Dressed	.12	-.14
Extras	....	-.16
Sheep	.14	-.15
Extra Wethers	.....	-.16
Lambs	.16	-.18
Extra Lambs	.20	-.22
Hogs	.....	-.14

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	each	-.80
Cow Tongues	.....	-.60
Calf Heads, scalded	.50	-.75
Sweetbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
Calf Livers	"	.25 -.30
Beef Kidneys	per doz.	1.25
Beef Livers		.10
Oxtails	per doz.	1.20
Hearts, beef	per lb.	.05
Rolls, beef		16.00
Tenderloin, beef, western		.22
Fresh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

Turkeys—		Per lb.
Frozen, Young hens and toms	.32	- 34
" Old toms	.30	-.32
" Common to good	.20	-.25
Fresh killed	.30	-.32
Broilers—		
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.40	-.45
Near-by, fresh killed, 2 to 4 lbs. per pair	.40	-.43
Frozen, 3 to 4 lbs. per pair	.35	-.38
Roasting Chicks—		
Frozen, 4 to 5 lbs. each	.27	-.30
" 3 to 3½ lbs. each	.27	-.29
Fowls—		
Fresh killed, 4 to 5 lbs. each	.22	-.23
" 3 to 3½ lbs. each	.21	-.22
Old cocks	.16	-.17
Long Island Ducks, fresh killed	.21	-.22
Squabs—		Per doz.
Prime, fancy, large	5.00	-5.50
Mixed	3.00	-4.00
Small and dark	2.00	-3.00

LIVE POULTRY.

Spring Chicks—		Per lb.
1½ to 2 lbs. each	.33	-.35
Large	.30	-.32
Fowls	.21	-.22
Old cocks	.....	-.14
Ducks—		
Young	.17	-.18
Old	.14	-.15
Turkeys	.24	-.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—		Per doz.
Ritter's, pure		.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,		1.00
Schimmel's, 8-oz. tumblers		.90
National, 16 oz., 2 doz		.90
" 3-lb. tins, net weight		2.15
Preserves—		Per lb.
Schimmel's pure, 12-oz. jars, 2 doz...per doz.		1.65
National, 30-lb. pails		.09¾
Southwark, 30-lb. pails		.07
Jams—		
Schimmel's, pure, 10-oz. jars, 2 doz		1.45
Southwark, assorted, jars, 2 doz		.95
Orange Marmalade—		
Hartley's, imported, 4 doz		2.10
Schimmel's, pure, 2 doz		1.60
Fruit Butters—		Per doz
Apple, Southwark, 30 lbs	per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz	per case	1.67½
" Schimmel's, 30-lb. pails	per lb.	.07
" " 3-lb. slip cover tins, 1 doz	per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz	per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz	per doz	3.25
" Mother Cook's, No. 14, 2 doz	doz.	.85
Peach, 30-lb. pails	per lb.	.07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 16 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case 4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Borax.

	Per lb.
Powdered, bulk	.11
Lump, bulk	.10
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	2.80
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases	per gross 10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles," dlsplay cartons, 18 5c. pkgs		.50
" " half case, 6 cartons		2 85
" " full case, 12 cartons		5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	6.75
Comet, natural brown, 1-lb. cartons, sterilized	6.75
Comet Cereal, 1-lb. cartons, sterilized	6.75
Sola Japan Unkoted	6.00
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz	per doz. .90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.15

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SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1 80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.80
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co....	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pumino, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Puniss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.70
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.48
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.21	.22
" Butchers'	.21	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

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Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.38
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 30c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz.
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per doz
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per doz.
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	1.30
" 2 lb. "	1.55

Clothes Pins.

5 gross, per box	.65

Mops.

O-Cedar—	Per doz.
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15 00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz.
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

Wood Handles—	Per doz.
No. 34, fibre, strap handles	1.25

Shoe Brushes.

With Handles and Daubers—	Per doz.
No 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per doz.
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per doz.
7X, 10c. size	.95
8, Gray, patent fibre	1.55
18, All horse hair	1.90
21, " white tipped	2.25

TOBACCOS—PLUG.

	Per lb.
Jolly Tar, 5, 10, 15 and 25 lbs	.40
Newsboy	.40
Old Honesty	.46
Piper Heidsick	.71½
Spear Head	.44
Standard Navy	.34
Toddy	.39
Vinco	.39
Town Talk	.32

SMOKING TOBACCO.

	Per gross
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.58
Yeast Foam, 1½ doz "	.58

8.03 Com. H. H.
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MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, July 10, 1916. No. 2

Some people wouldn't deal with a chain store under any circumstances. Others wouldn't deal anywhere else. Still others will deal anywhere they can be shown. The grocer who wastes any time on the second class is foolish, but with the other two classes he has just as good a chance as anybody.

The Retail Grocer and His Coffee Business—Why Some of It Has Gone.

A Wholesale Grocers' Combine to Combat the Nuisance of Returned Goods.

A Brooklyn Retailer Discusses Chain Store Competition and Gives Several Plans to Meet It.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @	$3.05	—5 boxes FREE, Net	$2.54
10 boxes @	3.05	—2 boxes FREE, Net	2.54
5 boxes @	3.10	—1 box FREE, Net	2.58
2½ boxes @	3.20	—½ box FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

Heinz Vinegars

now bottled and sealed in the Heinz Establishment

Everywhere in the United States Heinz street car and magazine advertising is telling the consumer that he can now buy the celebrated Heinz Vinegars in original sealed packages.

Heinz Bottled Vinegars mean much to you, too, Mr. Grocer. They mean convenience, a broad guarantee of vinegar of aroma and flavor, relief from the losses always connected with bulk measurement and compliance with pure food laws.

The bottles make a fine window display and our travelers will be glad to supply posters, window cards, envelope inserts, etc., to link your store with our advertising.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



I Can't Talk

to you personally, but our coupon books can. Have us send you samples of our

Indexed Coupon Books

and let them tell you how to save losses—disputes—bookkeeping—control credit accounts—bring the cash—prevent forgotten charges, etc. Inexpensive—F. O. B. destination—all sizes.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant
AND
Grocery World

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Contributed.

Wholesale Coffee Man Tells Retailers They Are Handling Too Many Brands

Another Reason They Are Losing Their Coffee Business is That They Pay Far Too Little Attention to Quality.

My experience has proven that there are too many men in the retail grocery business that buy coffee simply because it is coffee, without respect to quality at all. I want to say to you that conditions to-day make the wholesale coffee roaster himself as much responsible as the retail grocer; and I say that advisedly because salesmen go out and, instead of talking quality, are always inducing the grocery men to buy something cheaper on which he can make a greater profit. We don't need competition amongst the wholesale coffee roasters, but instead, we need competition among salesmen to get results. When we get into a grocery store and talk coffee, and talk a little higher price than the grocer has been paying, he tells us that it is too high; and if we talk quality to him he hasn't got time—he has to make a certain amount of profit, and the coffee he is using is paying him two or three cents a pound more than what we are trying to sell him, and he doesn't want to think about it.

On the question of quality, there are lots of 50-cent shirts sold, and yet a Manhattan shirt costs $2.50, $3, $4.50 and $5, and they haven't found it necessary to reduce the price, because there are cheaper shirts sold. Dunlaps get $5 for their hats, and there are lots of hats which you can buy cheaper. I will say on this question of quality, that if any one was to walk along the principal street in his home town and a fellow unfortunate lost control of himself by having imbibed too freely, and his hat would roll off, you would go out and pick it up, and seeing the name Dunlap in it, you would say: "He is no bum; he is a good man if he wears a hat like that," and you would assist him.

What is going to become of us, we wholesale coffee roasters, if the retailers let the business get away from them? That's a very, very grave question with us, because the roasters of the United States have upward of $60,000,000 invested in the business. We, of course, could do like some of the gentlemen who are getting the business from us, due largely to your efforts, but we don't believe that's the right business. We believe that the coffee business belongs to the retailer—the retail grocer, just as much as condensed milk or anything else sold in your stores, and that's where it belongs, with you people. We are told that 60 per cent. of the coffee business goes to peddlers and mail-order houses. At the recent convention, by actual canvass made in some of the States of the gentlemen attending, I was advised that these figures were absolutely correct. We were also told that one of the firms that was going direct to the family business increased their sales the first three months of this year 54 per cent. Who did they take it from? They took it from the retail grocer.

We go into a retail grocery store and try to get the grocer to make a special effort on quality. He tells us: "I am selling too many articles; go out and create a demand for your stuff and I will sell it." Think of it! He will sell it if the quality is no good, simply because we create a demand for it. There is $135,000,000 worth of roasted coffee sold a year. Do you mean to tell me that you are too busy to get your share of that amount? I think you are too good business men to tell us so.

What about the method of handling cheap coffees and asking a large profit? We have some men in the grocery business that I know that all the persuasions on our part have not been able to change. They will pay 14 or 15 cents for a coffee that they will sell for 25 cents. Don't you know that those very men that are doing that thing are the best advertising medium that the mail-order and premium houses have? They drive the business away from them into the tea store, and I say to you, that to-day there are no longer any tea or coffee stores. Most of them carry a well-regulated and displayed line of groceries, and when you lose that pound of coffee and let it go in that store you lose other things as well; extracts, spices and other profitable articles are lost to you. You not only lose the tea and coffee business, but you lose many other things also. How long is that to continue?

In the South we advance 5 cents a pound or decline it at a time. If we could only get the retail grocer, when his goods advance or decrease 1 cent a pound, to go up a cent or decline, there would be lots of business you would retain—that we would retain for the retail grocer; but we hold out down here—it has to be 5 cents a pound, because our grandfathers did that one hundred years ago. If I was to go in the store of either one of you gentlemen and tell you that I wanted to sell you a cheap lot of flour or butter you would laugh at me and say, no. Cheap flour? Cheap butter? If it applies to flour and applies to butter, why doesn't it apply to coffee? Why do you want to drive your coffee business away and save the others? I say to you that your coffee and tea are the best profit-producers in your grocery business, but for God's sake, don't expect your coffee and tea to pay all your expenses, and try and sell them for a long profit, but instead, increase your profit on other articles that you now sell practically at cost, thereby striking a happy average. That's what you want to do.

I think a good thing to do in trying to get your coffee business back is to start a little campaign with your clerks one day in the week. Go over your books and see the people who are buying goods from you, and I will wager that a very small percentage are buying coffee. Say to your clerks: "We are going to start a campaign amongst you fellows, and to the fellow who gets the greatest increase we are going to give a little something for his trouble." See if you cannot get it back. I know that human nature is so consistent that any man can do what he wants if he has the nerve to stick long enough; I want to say to you that your greatest and main source of trouble—and I am here talking against myself by saying so—you are handling too many brands of coffee. The jobbers that try to make you buy 500 pounds at a time make you buy five times as much as you need, with the result that when you get to the last one hundred pounds your coffee is unsatisfactory and does not do you or the man who sold it to you any good.

Learn something about the coffee business, study and find out what your customers want, then take up some good house that you have confidence in and believe in, and give your customers the same grade of coffee at all times, and stick to that house. Cut out carrying twelve fourteen or fifteen different brands of coffee, because you have not a sufficient number of customers for each brand to buy that many—it becomes unsatisfactory and helps you to lose your coffee business and drive it into the premium stores. Quit it, handle one brand of coffee. Cut out fifteen or twenty of them.

I just desire to remind you of the old story of the lady who was bragging to her friend that she always bought her husband's cigars. "How in the name of goodness can you buy his cigars and select ones that will please him?" "I get one of the old stumps and match the color." That's the trouble with the retail grocer; too many are matching the color.

B. C. CASANAS.

New Orleans, La., June 30, 1916.

Why Meats Are So High.

The Production, While Increasing, Has Not Increased Fast Enough for the Increase in Demand. No Much Relief in Sight. One Factor is Loss of Cattle and Hogs by Disease.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,

July 7, 1916.

That meat production has not kept pace with the increase in population and that its failure to do so combined with increased cost of production and diminished purchasing power of the money unit, has contributed to higher prices not only in the United States but all over the world is stated in Part I of the exhaustive report on the meat situation in the preparation of which specialists of the United States Department of Agriculture have been engaged for some time. This country, it is said, is participating in a world-wide movement and it is not expected that the situation will undergo any radical change in the immediate future.

In America this gradual expansion appears to have begun already. Between 1907 and 1913 there was a marked decline in the number of

attle in the country, but in the last wo years this has not only stopped ut has given way to a perceptible ıcrease. The estimated number of attle on farms and ranges on Janury 1, 1916, 61,441,000, is, however, till much below the corresponding gure for 1907, 72,534,000.

With the exception of temporary hecks due to losses from hog holera, there has been in recent ears a persistent increase in the roduction of swine. On January 1, 916, the number in the country was stimated at 68,000,000, as compared with 58,200,000 in April, 910.

On the other hand, the number of heep declined during this period rom 52,500,000 in 1910 to 49,200,000 in 1916. As the decrease, however, is not sufficient to offset the increase in cattle and swine, it may be aid that the total production of neat in the United States is increasing but that this increase is not et proportionate to the growth in opulation.

The available supply of meat would be much greater if it were not for the enormous losses caused by disease and exposure. Since 1900 it is estimated that from 1,100,000 to 1,475,000 cattle have died each year from disease and from 600,000 to 1,500,000 from exposure. With sheep the losses from disease have been about the same, but from exposure much larger. With swine the relative prevalence of hog cholera is perhaps the determining factor in the annual loss. In 1894 this was as low as 2,200,000, but in 1914 it amounted to 7,000,000. If these 7,000,000 hogs had been saved, it is said, they would have produced enough meat to furnish every family in the United States with 40 pounds of pork.

Our exports now consist largely of pork and pork products and these are derived to a great extent from corn. In the fiscal years 1914 and 1915 we imported more fresh, chilled and frozen beef and mutton than we exported, and more beef of all descriptions was imported in 1914 than was exported.

HOLT.

General Misbranding Bill Introduced in Congress and Likely to Pass

It Is the Barkley Bill and the Commerce Committee Will Favorably Report It. Does for All Other Merchandise What Food and Drugs Act Does for Products Within Its Scope.

Written for the "Modern Merchant and Grocery World."

Washington, D. C.,
July 6, 1916.

A new bill is looming up in Congress which is expected to help the campaign against misbranding. It seeks to do for merchandise generally, outside of food, drink and drugs, what the Federal Food and Drugs Act does to prevent misbranding of those products.

The bill in question is known as the Barkley bill, and it is now before the House Committee on Interstate and Foreign Commerce, which body is expected to favorably recommend it. Members say it will probably be pushed through as there is no opposition to it. The text is as follows:—

An article shall be deemed to be misbranded:—

First, if it be an imitation of, or offered for sale, under the name of another article.

Second, if the contents of the package, as originally put up shall have been removed in whole or in part, and other contents shall have been placed therein.

Third, if in package form, and the contents are stated in terms of weight, measure, numerical count or quality, they are not plaintly and correctly stated on the outside of the package.

Fourth, if there is stamped, stenciled, branded, engraved, printed, embossed or otherwise marked upon such article or commodity, or upon any label, tag, card or other appendage attached thereto, or upon any box, barrel, package, cover, wrapper or other receptacle, inclosing or encasing the same, any word, statement, symbol, design, device or indication which is false, fraudulent, deceptive or misleading, as to its weight or measure, or as to the State, District, Territory possession or country in which it is manufactured or produced, as to the materials or substances of which it is composed, as to the mode of its manufacture or production, as to being the subject of an existing patent or copyright, as to its being the manufacture, product or merchandise of any person other than the person whose manufacture, product or merchandise it is in fact or which indicates or is designed, intended, or calculated to indicate that the article or commodity is of a character or quality superior to or otherwise different from its real character or quality, or that it is an article or commodity known by some other distinct name, or if there is applied thereto the name or initials of any person in any false, inaccurate, misleading or deceptive manner, or which is false, misleading or deceptive in any other particular.

Fifth, or if there be published, issued or circulated concerning, regarding, or in any manner pertaining to said article, in any newspaper, magazine, book, pamphlet, circular or other printed publication or advertisement, any false, fraudulent, misleading or deceptive word, statement, representation, symbol or device as to any of the matters or things stipulated in the foregoing sub-sections of this section.

HOLT.

Quick Profits

Profit is only profit after you sell the merchandise; a large margin doesn't put a dollar in your pocket if the goods sit on your shelves until they're bespecked and unsalable.

The question to ask when buying biscuit is not how much, but how quickly.

You want the biscuit that the most people want the most often—that is N. B. C. Biscuit.

National Biscuit Company advertising, appearing everywhere and in every form calculated to create patronage, coupled with the N. B. C. Quality—a quality that makes permanent customers—is your assurance of an increasingly profitable business, if you will stock and push N. B. C. products. They give you a liberal margin and give it to you quickly.

NATIONAL BISCUIT COMPANY

Two Fine Bargains!

2 carloads of New Pack Early June Peas.
Atlanta Brand, - at 77½c. per dozen

150 barrels of New Cape Shore Mackerel,
counting 110 to 130 fish to the barrel,
at $17.50 per barrel.

Compare the above price of Fish with the price of Meat to-day and you will find it just about one-third of the cost.

SCHWENK & CALDWELL

35 North Third St. Philadelphia, Pa.

WITH THE EDITOR

And now it appears that the chain-store idea is to be extended to the retail dry goods business. So far as I know, this has not been done up to this time. Read the following advertisement, which appeared in some Eastern daily papers during the week:—

Chain Stores and Dry Goods.

CHAIN STORES OFFER OPPORTUNITY.

This company is starting dry goods stores in towns of 3,000 to 30,000 throughout Nebraska, Minnesota, Arkansas, Kentucky, Ohio, New Jersey, Kansas, Iowa, Wisconsin, Indiana, Pennsylvania, Oklahoma, Missouri, Illinois, Michigan, New York and the New England States. Will also consider propositions to take over established stores in some localities. Its 7 per cent. preferred stock, with a liberal bonus of common, may be acquired NOW on the original subscription basis. Write Financial Division, Suite 503, 217 Broadway, New York.

Up to now, the chain-store idea has been extended to groceries, tobacco, confectionery, drugs, 5-and-10-cent articles and 25-cent articles. Now that it is to get into dry goods, it means the application of the idea to practically every staple line with the possible exception of hardware. Well, the grocer should worry. He has gotten his, why shouldn't some of his brethren in other lines enjoy the same great blessing?

I have always preached learning from anybody under the shining sun, if what could be learned was useful. That means from chain-stores, from mail-order houses—from anybody who has anything good. Some merchants have an idea they would be doing a mail-order house a favor if they took one of its bright ideas!

A Fine Guarantee.

Here is the standing guarantee which Sears, Roebuck & Co., the Chicago mail-order house, uses in selling groceries by mail. No guarantee can go further, and few go as far. I reproduce it as worthy of the emulation of every retailer, particularly those who have to compete with the mail-order houses:—

> You may return at our expense any groceries you buy of us which are not satisfactory in every way, or on which you think you have not saved money. We will then exchange them for exactly what you want or return your money, together with any transportation charges you paid.
>
> SEARS, ROEBUCK & Co.
> Chicago.

Many merchants advertise "Money Back on Request," and they will give the money back, but the cheerfulness with which they do it would make an undertaker seem like a monument of mirth. I have never seen a more complete guarantee than that reproduced above, or one more likely to create confidence.

Honesty in Branding General Merchandise.

At last Congress seems about to do another thing which this paper has long advocated—pass a bill penalizing the misbranding of all products not covered by the Federal Food and Drugs Act. It is known as the Barkley bill and it is expected to come out of the House Commerce Committee shortly with a favorable recommendation.

The bill contains one radical departure, or rather, addition, as compared with the Federal Food and Drugs Act. The latter law only penalizes false representations when made on the label or on literature accompanying the package. The Barkley bill penalizes it even if done in advertising, quite separate from the article, as for instance, in a magazine.

The Barkley bill is good and when it is a law it will help immensely. It will be to honest merchandising even more of a boon than the Federal Food and Drugs Act, for while the latter covers but two classes of products, the Barkley bill covers them all.

The American Congress can usually be depended upon, sooner or later, to awaken to the absurdity of a situation which that body has itself created, but it often takes an incredible time. Ten years ago Congress passed a bill preventing the adulteration of food, drink and drugs, but only now has it seriously contemplated the passage of legislation similarly guarding the other lines of merchandise.

The Barkley bill will not be pleasant reading for some of the mail-order houses.

Written for the "Modern Merchant and Grocery World."

Some Ways of Avoiding Chain Store Competition

A Brooklyn (N. Y.) Retailer Says Chain Stores Have a Right to Buy Cheaper Than the Small Buyer and That It Would Be Unfair to Expect Manufacturers to Hold the Umbrella for Small Buyers. Suggests Several Ways of Meeting Chain Stores.

Concerning the article in the "Modern Merchant and Grocery World" as to the Campbell soup people, I am going to tell you of some of my experiences.

I was in South Africa between the years of 1896 and 1901. I traveled among the farmers (Boers). I'll call them peddlers. I used to eat, drink, sleep and absolutely live among them. That made me acquainted with all their ways, habits and their business.

There was one farmer named Powell Kruger. He was an expressman. He had a route between Johannesburg and Standerton. He did this work in the winter, because in the summer he has his farm to take care of and then he has to give the oxen the rest they need and fatten them up. In the summer, too, there is a great deal of rain.

From Johannesburg to Standerton is fifteen hours to travel with a horse, but with his oxen it would take thirty days to go and return.

Once a bank clerk had to make this trip, and as there was no train, he had to make the trip in thirty days—eat, drink and sleep in the field. The whole voyage cost him about £50.

After that a post wagon covered the route in about seven days, that is, made the round trip. Now with an automobile you can eat supper in Johannesburg and go to Standerton to see a show, and get back in Johannesburg that same night. On the train, round trip, it would cost thirty shillings and you make it in a couple of hours.

Of course, my friend Kruger lost all his chances of doing business. Do you think there would be any use of his trying to talk it over with his customers in order not to lose his trade? I hardly think it would be of any use, because with him it would cost five times as much for the expressing—it takes thirty times as long to get the goods there, while with the new way (train) shippers had the comforts and were safe in every way, which they did not have with my old friend Kruger.

"Yes, my friend, we have nothing against you personally, if you would only do business by the new way (train) and give us all the comfort, etc., we would rather go to you than to the new people, but if you still conduct your business with the oxen, 'nothing doing.' Friend Powell, you are working hard all right, and trying your best to come in on time, but with you the cost is 5 times 1, time 30 times 1, responsibility none, comfort none."

Now my friends, brothers, grocerymen, what do you want? The chain store people are buying direct; no salesmen, no jobber, and no other expense between the manufacturer and the chain store. For instance, the Great Atlantic and Pacific; they may have a standing order with the Joseph Campbell Co. for 1,000 boxes of all their products every week, and if the orders have to be increased or decreased, the only expense is a letter and a two cent stamp. If you will take all this expense into consideration, then without discussing it further, you will have to admit that it costs them a great deal less than you, with their stock of goods—from 10 to 50 per cent.

Now, again, do you want the Campbell Company to charge the A. & P. people the same price as they do you, who do not use as much in a year as the A. & P. do in a day? Just to protect you? It would be the same as expecting the train to charge the same as the oxen, just to protect Kruger.

Or, do you want the chain store to charge the same price as you—just be pleased with the extra profit and not lower the price, to protect you? Would you think it right for the train to charge for a half day's work what Kruger charges for a month's work? Do you think that people should patronize you and pay you from 5 to 50 per cent. higher because you are on a par with Kruger? Would you do that? I am sure you would not.

Now I do not see any reason for complaining about the manufacturer or the chain store. But if you like to be within the line and get along, there is two remedies.

One sure thing, do away with your big stores, a lot of junk in your stores, a great deal of the stock; do away with your deliveries, your telephone; do away with the foolish idea of going out for your orders, and, above all, do away with the books. Do not trust anybody.

First, turn your store into a fancy delicatessen and groceries. Buy a little at a time, pay the full price, and charge the full price. Make your own salads, put up your own pickles, your own preserves, buy your eggs in the market, your butter in the market. You can get one case of eggs and ten pounds of butter very reasonable. You may do $100 to $200 business per week, but you will make more than you are to-day doing $500 to $600. You will surely save money, but do not work outside of your store, and be sure to keep moving all the time inside of your store.

Or second, have your store turned into a fruit and vegetable store only, no groceries at all. Buy fresh goods in the market every day; display everything, have everything, charge a profit on everything you sell, but don't overcharge, the same as above, with the exception of delivery. Deliver such orders as are worth while, but follow all the other don'ts in the delicatessen business. You might add to the fruit and vegetables butter and eggs, but only if you have a large place to display, and you understand how to buy right and how to candle.

Lastly, if you like the grocery business, then turn your store into an Economy store. It calls for a lot more than the first two, but there is a possibility. Here it is:

Ten grocerymen in a given vicinity should form a corporation. Out of the ten two stores should be closed up completely. One store should be used for the headquarters and three men should operate that—one as buyer, another his assistant, and the third should be "boss," sort of general manager of all the other stores. The buyer and his assistant should go in the other stores and help as much as they have time to. The general manager should also act as inspector or, I should say, criticise everything. He should see that every store is spotless and every manager is doing the same work. The store should be closed one afternoon a week and that afternoon meetings should be held and the managers should be compelled to go to school. There should also be a strict supervisor and fines should be imposed. It would be well to change the managers from store to store.

This would help you to compete with the chain stores, and even get the best of them, because then you will get goods as cheap as any of them; and another thing, you will have more interest and be better than the chain stores. Your manager will do his best for the good of the business, while the chain store manager is taking care of his own pocket. He will go on until he is caught, then he will be discharged, but no man will cheat himself.

S. H. WOHLBERG.

Brooklyn, N. Y., July 6, 1916.

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

The Power Behind the Sale Of New Post Toasties Is QUALITY —plus Advertising



The quick "turn-over" and good profit is attractive business for grocers.

New Post Toasties are proving to be the perfect corn flakes. Their different and better flavor makes new users every day; and satisfied customers come back for more—

Sale Guaranteed!

The Grocery Markets

Tea.

The tea market shows no change for the week. The situation is fair considering that June is usually a dull month. Some holders are pressing for sale and are willing to make slight concessions, but the undertone is steady. The consumptive demand for tea is quiet. Apparently the supply of spot tea is small, and new tea has not yet begun to come forward in very large quantities.

Coffee.

Actual Rio and Santos coffee is unchanged from a week ago. The demand is very light. Prices are certainly no more than steady. Mild coffees are dull and heavy, buyers taking only for immediate wants. Java and Mocha unchanged.

Sugar.

The sugar market shows no change from last week. Practically all refiners are still selling granulated at 7.65. Raws have sold a shade off, but not enough to affect the situation. The consumptive demand for refined sugar is not quite as large as one would expect with so much fruit about.

Syrup and Molasses.

Glucose is up 10 points for the week. Compound syrup is quite dull at ruling quotations. Sugar syrup and molasses very quiet and unchanged.

Fish.

Shore mackerel are beginning to come in and seem to be wanted, but in a small way only. Prices are above normal, as is the case with all mackerel. Norway mackerel are pretty well cleaned up and what there are left are being offered at very high prices. Cod, hake and haddock unchanged and seasonably dull. Salmon shows no change from a week ago; demand is rather quiet. Imported sardines in the same condition that they have been in for several months, scarce and very high. Domestic sardines unchanged and in light demand.

Canned Goods.

Some time ago the tomato market without any apparent reason made a sudden slump of about 10 cents per dozen. During the past week, equally without any apparent reason, it has recovered about 7½ cents of this, and the market at the present writing is 97½ cents in a large way f. o. b. factory. The only reason which can be given is better demand and small supply. Futures are being bought to some extent at steady to firm prices, with some holders asking 2½ cents advance. Corn is working up and the situation and the outlook are firm. No official statement as to the probable delivery of Maine corn, but information points to 50 to 60 per cent. Peas are looking badly almost everywhere. The Southern pack is about over and has been sold at about 7½ cents advance over the opening. Western growing situation and the New York situation are both poor owing to late and unfavorable weather. As to price the outlook is firm. Apples are very dull and heavy. California canned goods show no change for the week and only moderate demand. Small Eastern staple canned goods show no change and light demand. The pack of white Eastern cherries is almost nothing on account of bad weather. The pack of pitted sour cherries has been cut down very decidedly from the same cause.

Dried Fruits.

Prunes remain unchanged from last week. The large way basis price of 5½ cents f. o. b. coast is still maintained. Demand is small. Peaches continue firm, but with a small demand. Apricots quiet and unchanged. Prices on new Sultana and Thompson seedless raisins were made during the week from 1 to 1½ cents higher than last year. The raisin outlook is firm. Currants are very high on account of scarcity.

Beans and Peas.

Dried beans appear to be in an almost insane condition in Michigan, where the large way price is from $6.70 to $6.75 a bushel. Some can be bought in Eastern markets in a large way at $6.15 owing to holders being willing to take profits. Marrows have advanced to about $6.50 in a large way. California limas, which are simply taking advantage of the situation as to other beans, are quoted at 7½ to 7¾ cents a pound. Futures unchanged. Yellow split peas have advanced about 35 cents a bushel during the week. Green and Scotch peas unchanged.

Butter.

The butter market has shown a decline of about ½ cent during the week, owing to the fact that the make is about 20 per cent. above normal, and the receipts have been rather heavy. The market is only steady at this writing, and further declines are not unlikely. More butter has been stored this year than last.

Eggs.

The egg market is firmer and shows an advance of from ½ to 1 cent per dozen from last week. This is due to the light receipts and the very heavy consumptive demand. Very likely the market may advance further in a few days. The receipts are falling off as usual at this season, but the heavy consumptive demand is the main explanation of the fact that prices are from 4 to 5 cents a dozen above a year ago.

Cheese.

The cheese market is steady with a decline of ¼ to ½ cent indicated. Receipts are heavier than last year and the make appears to be large. The export demand is small. Quality of the present receipts is very fine.

Provisions.

All cuts of smoked meats, including regular, skinback and picnic hams, bellies and bacon are firm at unchanged prices, with a good consumptive demand. The prices are from 1 to 1½ cents above last year. Pure lard is unchanged and is selling fairly. Compound lard declined ½ cent during the week, but recovered it again and the outlook is steady. Dried beef shows an advance of 1 cent per pound; fair demand. Barreled pork unchanged and quiet. Canned meats up about 10 per cent.

INDIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

New Scotch herrings continue to arrive rather freely and so do Newfoundland cured herrings, and they are of particularly fine quality this season. Most of these arrivals are being put into cold storage to await better demand and a better market. Just now, owing to the hot weather, we are restricted to dispose of our herrings in the local market and in its vicinity, as it is too risky to ship these new herrings any distance, particularly where they cannot be transported in iced refrigerator cars. These Newfoundland herrings are of such particularly fine quality this season that they are sure to find an excellent market when the real herring demand sets in in the fall.

Letters from our friends in Holland state that there will be no Holland herrings coming over this season, but they state no reason, and we are rather at a loss to understand what they mean. We do not know whether owing to the dangerous proximity of mines the fishermen will not go out to fish, or whether there is an embargo upon the export of herrings in Holland—our people merely say that they do not expect to ship any herrings to us this season.

There is absolutely no change in the imported sardine situation since our report last week.

STROHMEYER & ARPE CO.
New York.

Foreign Grocery Specialties.

Olive Oil.—The splendid demand for imported olive oil which we have reported regularly of late continues, and in fact, the trade is even better in olive oil, but unfortunately, prices, and particularly for Italian olive oil, which is so highly appreciated in the American markets, continue to climb, not only on account of the scarcity of real fine edible qualities, and the good demand for this product from all over the world, but also because the prices for raw materials continue to advance steadily.

Pimentos (Spanish red peppers) continue scarce in this market, particularly the small tins, of which stocks in Spain seem to be entirely exhausted. The new crop cannot be expected to arrive here before the end of the year.

Further shipments of new Italian garlic have reached us and show somewhat better quality than the first arrivals, but of course these goods cannot be shipped far away, as they are still too damp to insure perfect keeping. Mexican garlic continues to arrive in small lots, but buyers naturally prefer the Italian product, so this Mexican garlic is selling at prices which will be very much of a disappointment to the Mexican shippers.

STROHMEYER & ARPE CO.
New York.

Wheat and Flour.

On Friday the Government will issue its report on farm reserves and the condition of the growing wheat crops. Superficially, this should be very bearish, as it will undoubtedly disclose a huge quantity on the farms as well as increase the estimates of the growing crops. We have fully discussed this in our previous letters so will not dwell upon it here, except in passing, to suggest to those in the trade who are anticipating much lower prices to bear in mind that wheat on the farms and wheat in commercial channels are two altogether different propositions.

While the price of wheat is being marked down the farmer is an interested spectator. It remains to be seen what will be the attitude toward the market at this level of prices. Never forget, for a moment that he is a shrewd trader, and is a close student of market conditions. A Government bulletin recently issued shows that in the short space of fifteen years farm lands have tripled in value—in 1900 it was $15.57 per acre, in 1910, $32.49, and to-day $45.55. In the Middle States, such as Iowa, Illinois, Ohio and Michigan, the average is about $100 an acre. Figuring interest on the value of the land, as well as all labor costs, what will the grower of wheat have to show for his efforts if he sells for, say, 85 cents per bushel, which would be an average farm price on to-day's basis? If he contrasts the present outlook with that of a year ago, he will readily see

hat the prospects for higher prices is ven better.

Consider for a moment that twelve onths ago we had in prospect in the nited States and Canada what has nce materialized in a harvest of 1,387, 00,000 bushels, as against an estimated rop of 940,000,000 bushels this year, et in the face of this we had a bull arket. On September 4th Chicago De- mber closed at 90⅝ cents and May 4⅝ cents, and before Christmas De- mber wheat advanced 37 cents a ushel and on January 26th May wheat old at $1.37, an advance of 43 cents a ushel in less than twenty-one weeks.

The lowest prices of last year came August, when the winter wheat farm- rs felt satisfied that spring wheat ould go through to harvest without ishap. To-day they see that the area short in Canada and our own North- est and the condition much lower, with ie labor problem still to be solved.

Unless there is some great change in ie present outlook, we doubt if grow- rs will be free sellers under $1 per ushel. If the war continues we see o reason why a farmer should not ob- in as good prices for his wheat this ear as he did last.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Spices.

The market is steadier, with fair outine demand. Peppers are slightly igher.

Pepper.—Is now higher in all the arkets of the world. There is a short- ge of all kinds of Malabar pepper and e now hear of short crops of Lam- ong. Higher prices are probable. White peppers in fair demand at un- hanged prices.

Red Peppers.—Firm and in fairly ac- ve demand.

Cloves.—In better demand at un- hanged prices. We do not believe hat we will see lower prices this eason.

Pimento (Allspice).—Slightly easier, ith moderate demand.

Mace.—Rather quiet at present and steady in price. Demand should in- crease from now on.

Nutmegs.—Are unsettled and in fair average demand. Prices have declined recently, but we believe nutmegs are a safe buy at present values.

Cassias.—Demand is fair. Prices are easier. The demand is usually active during late summer and early fall.

Gingers.—Have declined recently, but are fairly steady at present. Further declines unlikely.

Green Ginger Root.—Very little has come in so far. There has been an active demand and high prices are probable during the summer and early fall.

Tapiocas.—Firmer and in much bet- ter demand.

Paprikas.—Demand is better and prices continue steady, with upward tendency.

Seeds, Herbs, Etc.—Show very little change during the week. Mustards are in moderate demand at steady prices. Celery declined. It is hard to predict the future. Herbs are in better request and many kinds will be sharply higher before fall.

McCORMICK & Co.
Baltimore, Md.

Evaporated Apples, Etc.

The evaporated apple market holds firm, but sellers have put their prices a little too high to interest buyers, es- pecially the speculative traders.

There is a good movement in spot apples, at 5½ cents per pound up, ac- cording to quality. Futures are held on the basis of 5¾ cents to 6 cents for prime, with ¼ cent per pound less bid.

The raspberry situation continues un- settled, it being very difficult to get any line on the quantity expected to be dried. Shippers are quoting 25 cents per pound, f. o. b. in barrels, and in some instances slightly lower bids have been accepted.

C. C. HALL.
Rochester, N. Y.

The New York Letter

ean Situation, Both as to Old and New, Growing Critical on Account of Scarcity. Important Decision Upholds Ruling That Saccharine is Harmful. Market Summary.

pecial Correspondence of "Modern Merchant and Grocery World."

New York, July 7, 1916.

Some of the dealers here are pre- icting a very pronounced and in- onvenient shortage in beans. The tuation in spot dried beans is well nown. The price of pea beans has lready reached $7 per bushel, hich is double what it was only a ew weeks ago. To make matters orse, the outlook for the coming rop is poor. There have been rains or sixty days in the bean growing ections and this has prevented rowers from planting. If a radical hange in the weather does not ap- ear almost immediately, it is said hat growers will not plant beans at ll.

The trade did not realize until the nports of dried beans from France, Russia, Austria, Japan and Man- churia stopped, what an important factor dried beans had become. Great Britain has stripped Man- churia and Japan of beans; Austria cannot ship to us on account of the war, and Russia and France are consuming all of their own beans. Some of the local authorities on the subject predict that while the Cali- fornia crop of limas will probably be full, the New York and Michigan production will at the outside not be more than 50 per cent. of normal. In the meantime anybody who has beans for sale is on "easy street."

* * *

A most important decision was handed down last week by the Court of Special Sessions of the City of New York. It was in the sac- charin test case. Some time ago the Health Department prohibited the use of saccharin in food as a substi- tute for sugar. Concerns using sac- charin decided to make a test and the case was therefore brought against the Excelsior Bottling Works, which admitted using sac- charin in its soft drinks. The court now decides by a vote of two to one that the regulation is valid and that the use of saccharin is illegal. One judge filed a minority decision sup- porting the use of saccharin. The case will be immediately appealed and probably carried even to the United States Supreme Court.

* * *

George Nowland, former sales manager for Fels & Co., of Phila- delphia, has opened a merchandise brokerage office at 100 Hudson street, this city.

SUMMARIZED MARKET CON- DITIONS.

Tea quiet, with buying for actual wants. Here and there holders will make concessions.—Coffee has been very dull, but is feeling a trifle bet- ter as the week closes owing to firmer feeling in Brazil. Prices for Brazils about unchanged. Milds quiet and heavy.—Sugar unchanged as to refined, but raws slightly easier for the week; demand only fair.—New seedless raisins opened at 1½ cents per pound above last year. Prunes and other dried fruits practically all firm with advancing tendency but dull.—Pink salmon firmer and tending higher. Red Alaska also in same position. Gov- ernment buying salmon. Domestic sardines are facing an advance of 10 cents per case, particularly on car- ton goods.—Tomatoes 5 to 7½ cents higher than a week ago on increased demand and Government buying. Peas and corn both firm. All canned fruits unchanged, al- though California pears, peaches, cherries and plums have been with- drawn by many packers on new pack goods.—Wheat bearish on re- ports of large carry over.—Flour easier and in small demand.

Twenty Per Cent. Saved.

You are all interested in knowing how to save, and the Howe Scale Co., of 508 Market street, Philadelphia, tells you that by the use of their refrigera- tors you can save at least twenty per cent. of your ice bill, it should awaken considerable interest, as the reliability of this firm is beyond question—what they say has weight.—Advt.



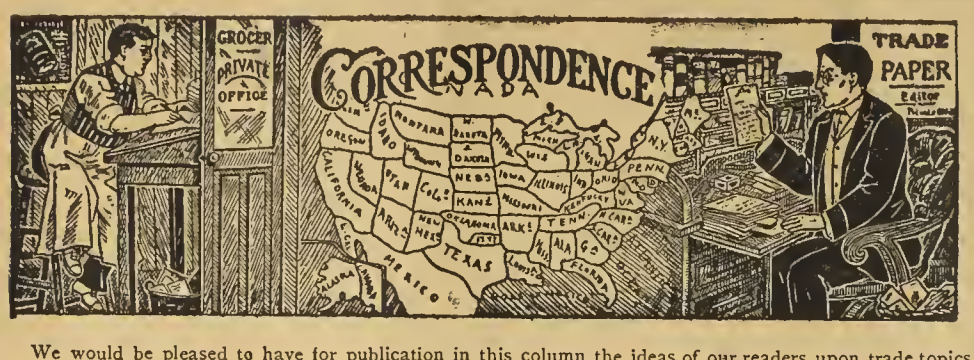
Are Your Cus- tomers Satisfied With Your Hams?

The fact that they don't kick isn't always certain evidence—do they buy ham regularly, or are you getting any new business on ham?

Liberty Brand hams, packed by us, are offered to you as hams that will satisfy your most particular customers—real trade makers. Sweet, tender, juicy—our own methods throughout the whole cure. No hams are **Liberty Brand** unless so branded.

We are advertising these hams to your cus- tomers. Be ready for the demand.

F. G. Vogt & Sons, Inc.
30th and Race Streets Philadelphia



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Who Knows This Concern?

Peekskill, N. Y., June 30, 1916.
To the Editor.

Dear Sir:—Inclosed find stamped envelope. Will you kindly let me know something of the Co-operative Mercantile Agency of Syracuse, N. Y. C. J. DONOHUE.

We have never heard of this concern. Has any subscriber?

* * *

Assigning Accounts Receivable as Security for Loans.

Phillipsburg, N. J., July 3, 1916.
To the Editor.

Dear Sir:—Kindly give me the name of firm that buys book accounts from Baltimore. Also, do you collect the accounts. I saw it in the "Modern Merchant and Grocery World." Yours truly,
W. F. CARTY.

The concern referred to is the Commercial Credit Co. of Baltimore, Md. It deals only with manufacturers and jobbers.

* * *

A New Scheme for Retailers.

Allentown, Pa., June 22, 1916.
To the Editor.

Dear Sir:—Can you give me any information in regard to the Albert Nelson Co., resident buyers for retail groceries. They are located in the Bourse Building, Room 447? Any information you can give me will be greatly appreciated by me.

Thanking you in advance, I remain, Yours truly,
HARRY F. MILLER.

The only information we have been able to obtain about the Albert Nelson scheme is that Nelson was formerly in the retail grocery business, first at Fifteenth and Venango streets, Philadelphia, and later in Darby, Pa. He retired from this in 1909, and since that time has been variously employed. For a while he was buyer for the United Economy Grocers of Buffalo, a co-operative buying association. He says that there are others interested with him in his present enterprise, but declines to give the names. It is not believed that he has any capital, but his answer to this is that he does not require any, because all that he does is to turn your order into jobbers. The essence of the plan is that he will shop around and place your order in such a way, possibly by combining it with other orders, so that you can save money. He asks you to pay him a small salary for doing this.

The plan of having a resident buyer in a large market like Philadelphia is, of course, all right, but before agreeing to pay any salary to such a person, you should ask him to furnish evidence, by placing a certain number of sample orders, that he can earn his salary.

* * *

Says Street Car Advertising Does Pay.

New York, July 5, 1916.
To the Editor.

Dear Sir:—In the issue of July 3d of the "Modern Merchant and Grocery World," we note on page 10 your comments under the caption, "Street Car Advertising for Foods," in which you say "I have never yet heard anybody say that he got traceable results from street car advertising."

It was a very great surprise to us to read such a statement as this in your paper, but we assume that it is the result of your not having made a close study of car advertising or extensive inquiry as to the results produced. Perhaps your conclusion about car advertising is due to a casual observation of large food product advertisers who are now very successful and who are using many classes of advertising media.

You will doubtless be interested to know that in the past it has been possible to absolutely trace results of street car advertising for food products. Perhaps the most remarkable instance of this kind is that of the Joseph Campbell Co., who in 1899 began to advertise their soups in a few of the New York City surface cars but in no other medium. At the end of the first year the increase in their sales in New York City amounted to over 100 per cent. and the increase of their sales throughout the country, exclusive of New York City, amounted to 25 per cent.

This is very positive evidence of the gratifying results obtained from advertising a food product in New York City surface cars. There are many other cases of this kind and similar demonstrations of the value of street car advertising for food products are being made every year. Under separate cover we are forwarding our book—"The Road to Success"—that you may read what a number of advertisers say in reference to the results of car advertising in New York City.

Trusting that you will read this book and become better acquainted with the value of car advertising and with the wonderful successes made in advertising food products, we are, Yours very truly,
NEW YORK CITY CAR ADVERTISING COMPANY,
By Samuel B. Moore, Jr.

* * *

Meeting Chain Stores.

Irwin, Pa., July 5, 1916.
To the Editor.

Dear Sir:—I was greatly interested in the enclosed article written by one of your subscribers in your issue of May 29th. This merchant is solving the chain store proposition, but what I am interested in is, how and where he gets the prices on the different articles named i this article?

If you can furnish me with hi name I would get in touch wit him, or perhaps your valuable pape can furnish me with the informatio desired.

I would like to learn also the bes places to buy dried fruits, canne tomatoes, peas, corn and salmon Campbell's soups, cakes and candies to compete with the A. & P. an 5-and-10-cent stores. Any ligh you can give me will be greatly ap preciated. Yours truly,
J. K. SOWASH.

Mr. Sowash has been sent th name of the writer of the article h refers to.

If he is a small buyer, he canno buy the goods he names in compe tition with the Great A. & P. Tea Co. because he must buy throug a jobber, while they will buy dire If he is not a small buyer—he sa on his letter head "Car Lots a Sp cialty"—he should try to buy dire from the manufacturer like they d

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

About Waiting Upon Relatives.—A clerk should know instinctively that waiting upon relatives, whether wife, sister, brother, father, mother or aunt, should be discouraged.

It isn't exactly irregular and you can hardly say it is out of order in every case, but it just shouldn't be done. It shouldn't be done for appearance sake. It's an extremely delicate thing for a manager to bring a matter of this kind to the attention of any of his men, and if you are thoughtlessly serving relatives, take the advice of this article.

Understand, *you*, personally, may be just as conscientious in filling a relative's order as you would that of a stranger or anyone outside your family. But that doesn't warrant your doing it.

* * *

The Customer's Word—Must not always be taken for gospel truth. She doesn't mean to lie. She just gets things wrong. This applies to the prices she gives you from other stores. The writer has systematically followed this thing up and nearly two-thirds of competitors' "lower prices" are wrong. There are women who enjoy this sort of diversion and there are clerks who accept it very seriously, indeed.

When you are told that so and so (we are not referring to Economy Stores) beats you 3 cents on a 10 or 15-cent article, don't comment on the thing. Don't say it can't be done, because it can. Don't say they're losing money on it; that only appeals to the heartlessness of the bargain hunter and advertises the would-be cutter as enterprising. Just simply infer that you don't understand it, but later report it quietly for investigation.

* * *

Investigation—Is another important word in business. Doubtful things should never be considered final things. A lawyer doesn't deal in doubts, he deals in facts, and he gets his facts through the application of this word.

If I am in doubt about the report of a certain stock I investigate and find that the other fellow had just supposed.

It is a discredit to a clerk when it is found that he is wrong, because he gave what he knew to be a doubtful thing for a fact. *He didn't investigate.*

By all means cultivate the habit of going to the very bottom of things, so that when you are called upon to tell the boss a thing is so, he knows perfectly well that *it is* so.

One clerk the writer has in mind is seldom asked about anything of real importance. His answers are random answers. Even his investigations, when pushed to them, are equally unreliable.

Such a man can never occupy a high position. He won't let himself. He is training the other way. Every young man who ignores this delving habit simply admits that he doesn't care to go any higher.

LIPTON'S TEA



"Here is why you like the tea I serve"

And every woman who serves delicious, fragrant Lipton's Tea knows why her guests and family like and enjoy this finest of all-time beverages.

Served hot or cold—and rightly made—there is no other drink that holds the satisfaction of Lipton's Tea.

Unvarying in quality, it comes to your home with all its freshness intact, preserved by the airtight sealed package. If you want the best tea go to the firm that grows it—Lipton's Tea is grown on the world's greatest tea estates and blended by our own experts.

There is a kind to suit every tea taste—Ceylon and India Black, Black and Green Mixed, Formosa Oolong, English Breakfast and Green.

No Advance in Prices

In spite of the war and advanced prices on tea generally, Lipton's Tea is still selling at before the war prices.

½ lb. net airtight packages 25c, 30c, 35c.

None genuine without the signature of Sir Thomas J. Lipton, thus:

Thomas J. Lipton
TEA COFFEE AND COCOA PLANTER
146 FRANKLIN STREET, NEW YORK

NO ADVANCE IN PRICES

Sell Lipton's Tea

because it is the biggest value you can offer your customers and because it sells with the least effort on your part.

Our advertising in women's publications, an example of which is shown on the reverse side of this sheet, and our policy of no advance in prices are two more reasons why it's very easy and profitable to push

LIPTON'S TEA

There are five kinds to suit varying tea tastes: Black and Green Mixed, Ceylon and India Black, English Breakfast, Formosa Oolong and Green Tea.

Airtight ½ lb. net packages

Retails at 25c, 30c, 35c

If you aren't selling Lipton's now, start right away. If you have it in stock, display it — talk it — sell more of it.

Attractive window displays, store signs, etc., for the asking.

We grow it, we blend it, we pack it

Thomas J. Lipton

TEA COFFEE AND COCOA PLANTER

149 Franklin Street - New York City

No retailer can afford to ignore an article which has been nationally advertised for say five years. Anything that has borne the glare of national publicity that long is good and will last. Such an article is worth a place in the permanent stock of any store.

A store filled with nationally advertised articles, all half sold, is a mighty pleasant place to work in.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Some Letters About Chain Stores Answered.

This week I'm going to take up and answer some letters about the chain store that have been piling up for several days. I'd have answered 'em before but the trouble is I've been so busy consulting with the President about the war that I ain't had the time. When he come to Philly last week he insisted on seeing me. He says nobody shines his shoes like I do. So that took more time.

You'll see that I don't print the names of any of these people. When I give a private answer to these letters I charge pretty big for it, depending somewhat on how much money the writer of the letter's got. I've got as much as a thousand dollars for giving one of these opinions about how to fight chain stores. But prices vary. Other times I've only got a kick in the face.

My scheme is, if I answer them in this column I don't charge anything, but I can't name the names. D'ye see?

——, Pa., June 30, 1916.

Dear "Stroller":—

I have two chain stores in my midst and I want to know how to meet them. Please tell me at once how I can sell goods at cost and make money, like they do. If you will tell me this I will promise not to tell a living soul.

Yours, A. B.

I don't ask you not to tell a living soul, A. B. Why should I keep any wonderful discovery of mine a secret? You wrong me. What you ask is easy. You must teach yourself and your wife not to eat. Anybody can get along without eating. It's a mighty expensive habit, and speaking specially of soup, very noisy and punk. If you do without food you won't need to make a living and there you are. It's a cinch. I'll give you a plan that I tried with my wife's mother not long ago that was a perfect success. You begin by cutting out one meal a day. Eat two meals a day for a week, then cut out another, and eat one meal a day. Eat one meal a day for another week, and then cut out that one and eat none for another week. By the end of that week you'll find you don't care a ding about the chain stores.

Reading, Pa., June 28, 1916.

Dear "Stroller":—

I read your writings each week and place them next to my Bible. Please tell me when the war is going to end. I compete with a chain store, and very much wish to know how to beat it. I regard chain stores as a menace to society, and in thinking the matter over have decided that a man would be a public benefactor if he killed all the chain store owners. How shall I go about this?

Yours,
D. C.

This, too, is easy, friend D. C., but you should do it in a neat manner. Don't bloody up the sidewalk or anything like that. The best way is to watch for the chain store owner that you have decided to put out of the way. When you see him, slip up behind him and very carefully sprinkle seven pinches of salt on his little tail. The salt must be Howard salt; no others will do. Don't forget that. (No, I ain't been paid for that, either; not yet).

The salt works on the chain store owner in an awful peculiar way. It makes his tonsils swell up and bust and in that way he chokes to death. You can get rid of several each week that way, and no suspicion on you.

Harrisburg, Pa., June 29, 1916.

Dear "Stroller":—

I want to tell you that my grandma has taken a great fancy to you through your writings, and is very anxious to meet you. She wishes to know if you are married. She is on the sunny side of 80 and has been married three times. She has often said she would be glad to try it again if she could find a man she could look up to, none of the other three being of that kind. When can you meet her?

I am anxious to have your opinion about manufacturers who sell to chain stores?

Yours,
E. F.

Say to your grandma that I would be tickled to death to meet her, but I already have two wives, who are fearful jealous. They are even jealous of each other, what d'ye know about that?

Why in thunder is it that a woman has to be eighty years old before she can see anything in me? Will somebody please tell me that? That's happened to me a lot of times before. I could start a harem any time, but there wouldn't be a queen in it under ninety years old.

But that's neither here or there. About manufacturers selling chain stores, I say there ought to be a rule that no manufacturer could sell a chain store unless he needed the money.

Trusting these answers will be satisfactory, I remain yours very poorly,

THE STROLLER.

Letters on the Campbell's Soup Situation

Retailers Support This Paper's Resentment at the Concern Which Allows the Great Atlantic & Pacific Tea Co. to Cut Campbell's Soups Below Cost in Twelve Hundred Stores at the Same Time. What an Ex-employe of the Tea Company Says.

Touching the fact published in this paper two weeks ago, that the Campbell soup people permitted the Great A. & P. Tea Co. to cut, presumably in all of its stores at the same time, the price of Campbell's soup to 8 cents, which is less than the ordinary retailer's cost, we have received the letters that appear below. It will be remembered that the Joseph Campbell Co. refused to answer a letter in which they were asked the fair question whether they considered it decent to allow the ground to be thus swept from beneath the feet of the grocers in *twelve hundred places* at the same time.

The "Modern Merchant and Grocery World" has brought the question to the attention of every retail grocers' association in Pennsylvania.

North Adams, Mass., July 4, 1916.

To the Editor.

You ask in your issue of June 26th if the retailer has an answer to the Joseph Campbell Co. selling their goods to the Great Atlantic and Pacific Tea Co.? That they have the right none will deny and my answer or suggestions are made with that fact in view. We have in this city one Atlantic and Pacific store that delivers, give stamps with the goods, and an Economy Store, the latter only a few doors from my place of business. Why should not every dealer (retail) feature in his window and counter display advertising and instruct his salesman to sell other brands of beans and soups which never appear in these stores. There are plenty of them, Heinz, Ritter, Van Camp, Snider, and they are good ones, just as good as Campbell's—some of them have a larger content of beans to the can. Also refuse to buy Campbell's and take the matter up with his jobber. When the thousands of retailers, instead of 1,200, begin all of them to sell less of Campbell's beans and soups and the jobber (for he gets nothing from the trade the Great Atlantic and Pacific do in anything) in time takes the matter up with the Joseph Campbell Co., I am quite sure it will not take them long to decide which is the most desirable trade for them to cater to.

I have had in my employ a man who worked for sometime for the Great Atlantic and Pacific Tea Co. and he says their salesmen are instructed never to sell such well-known goods as Baker's chocolate and cocoa, Coleman mustard, etc., which they feature to draw people into their store, if he can get the buyer to take their own private brands. This shows conclusively why they do it, but the hurt to the regular dealer is none the less keenly felt. We push something the Atlantic and Pacific stores do not sell, and if we have the quality to back up our individuality, we can many times hold the business. There are many other suggestions which might be made, but what counts most is the jobber don't like to lose business; neither does the Joseph Campbell Co.

A little pull and a pull all together.

Yours truly,
M. VAN NESS BRAMAN.

—

Hyattsville, Md., July 2, 1916.

To the Editor.

I notice with utmost satisfaction your endeavors to aid the grocers

20 Per Cent. Ice Saving Guaranteed If You'll Do What We Say

Buy a **Howe Refrigerator** with a double air-lock door. We will prove to you before you buy that this will save 20 per cent. on your ice bill as compared with ordinary refrigerators.

There are plenty of good refrigerators, but they use too much ice. Any grocer who uses more ice than the **Howe Refrigerator** uses is paying too much for his refrigeration, because he can't possibly get better refrigeration than the **Howe** gives him, and from most refrigerators not as good.

If you want some useful information about refrigerators, write us now.

Howe Scale Co.
508 Market St.
Philadelphia

in reference to the Campbell people giving the grocers a square deal.

Arguments and letters will be of no avail with them. The only way to bring them to terms is for each individual grocer to purchase brands of equal or better quality, preferably of brands not sold by the chain store system.

Push this brand and gradually eliminate the Campbell's goods from off the shelves.

You will find that the Campbell firm will quickly find a way to give the grocers, and through them also, the consumer a square deal.

Yours truly,
DAVID S. VENEZKY.

—

Penns Station, Pa., July 1, 1916.
To the Editor.

Relating to your article in the "Modern Merchant and Grocery World," issue of Monday, June 26th, page 6, as to "Manufacturers of Nationally Advertised Goods Selling Their Product to Cut Throat Stores," in this way killing the little grocer who cannot afford to sell any goods at a loss.

Twelve or more years since we cut out another product for just some such reason, as being discriminated against, as we considered unfair to us, and we are still in business.

The retailer controls the situation if he can be persuaded and will help to take care of his own interests. It is very much of a job to get him to understand that he must have a fair profit or starve, as many of us are compelled to do.

Yours truly,
RANKIN & Co.

Some of these correspondents have misconceived our attitude in this matter. We have no objection to the Campbell soup people selling the Great A. & P. Tea Co. They would be exceedingly foolish if they didn't sell them. We object, and so should the retailer, to the Campbell people standing by and allowing the Tea Company to cut the price of Campbell's soups to 8 cents in twelve hundred stores and twelve hundred towns at the same time. Particularly when they have a complete and perfect remedy any time they want to use it.

—

The Week's Dry Goods Business.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods has been in greater volume than for the corresponding period of past years.

Road sales for both immediate and fall delivery are running about even with the week a year ago.

More customers have visited the market than during the same period of several years past.

Collections are good.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

Just Read This Letter

ARMOUR AND COMPANY
GENERAL OFFICES UNION STOCK YARDS
CHICAGO, ILLINOIS,

JUNE FIRST
1 9 1 6.

Butter, Cheese, Eggs and Poultry Department

GRANT MFG. CO.,
Kokomo, Ind.

Gentlemen:

Youre of the 31st ult. at hand. Up to date we have placed some three hundred of your Da-Lite candlers. They seem to be working very well; have not received a single complaint on them.

Yours very truly,
ARMOUR & COMPANY.

JWB:R

When ARMOUR Buys

anything you may be sure they see money in it, whether they mean to use the thing or sell it again.

The Grant Egg Candler

will make money for you as it is doing for Armour. You may need only one where Armour needs hundreds. And that's the Grant advantage. It serves the smaller dealer as effectively in proportion. Follow Armour and other large shippers. You will get your money back on the first few cases. We make seven styles at different prices for different lines of trade.

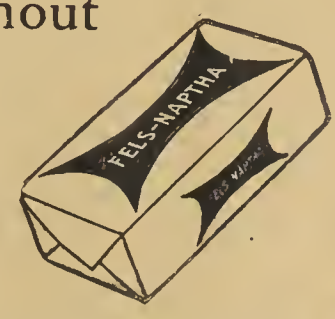
Write for catalogues. Tell us how many cases you handle and we will give you some valuable information, also "The Tale of an Egg."

GRANT MFG. CO., 234 Broadway, **Kokomo, Ind.**

Did you ever

notice the answer ladies make when asked how they personally supervised the laundering of an expensive lace garment of delicate texture. Invariably it is "I used **Fels-Naptha** Soap."

And it is true, because **Fels-Naptha** does the work. Many have tried to imitate **Fels-Naptha**—without success.



Fels & Co.
PHILADELPHIA



No. 371.—Slander Actions for Maligning Competitive Products.

I sat in court the other day and heard a case tried which inspired a lesson that I resolved to teach, if I could, through one of these articles. It is the lesson that a business man should at all times be careful and guarded in his statements regarding the products of another. A hundred thousand times a day statements are made by merchants and manufacturers about competitive products which are grossly slanderous, and if written, are libellous. Every man who makes such a statement is liable to heavy damages if the manufacturer whose product he has attacked hears of it and wishes to sue. Some of the heaviest verdicts on record have been given in cases like this.

Not only is the merchant and manufacturer himself responsible if he makes such statements about competitive goods, but he is usually liable if his employees do it.

The case which I heard tried was brought by the manufacturer of an automobile grease which is used mostly in the transmissions of cars, against an oil man, who though he sold no grease himself, was supposed to be interested in another concern that did. At least, that was the theory of the plaintiff. The defendant had circulated the report that the plaintiff's grease contained clay, and would injure gears. The result was that the demand fell off and the plaintiff's business fell to a small fraction of what it formerly was.

The defendant denied saying that the grease contained clay, but admitted saying that it "contained a clay-like substance," which, he contended, was true. The jury did not believe him and gave a verdict of $5,000 against him. It may be that it is quite inconvenient for him to pay such a sum.

The worst of these cases is that the sympathy of the entire court is almost invariably with the plaintiff.

The other day a tire dealer with whom I have some relations said to me: "The stuff the ——— people are putting in their tires this year is awful. The tire isn't any good at all any more. The other day I sent one back on adjustment that really wasn't any thicker than an interliner."

If this was true it was not slanderous. It was probably not true, however, because he named a very well known tire, and I cannot believe that any manufacturer who had spent money to make his tire well known, would deliberately commit suicide.

Even if the statement was not true, the courts might not hold the dealer responsible in a slander action, if he said it sincerely, believing it to be true. But if it was not true, and was said for the sole purpose of affecting the sale of tires, then it is grossly slanderous and if the particular manufacturer finds it out and goes after the dealer, he will find a real walk-over waiting for him. He can get damages just as surely as the sun sets in the West.

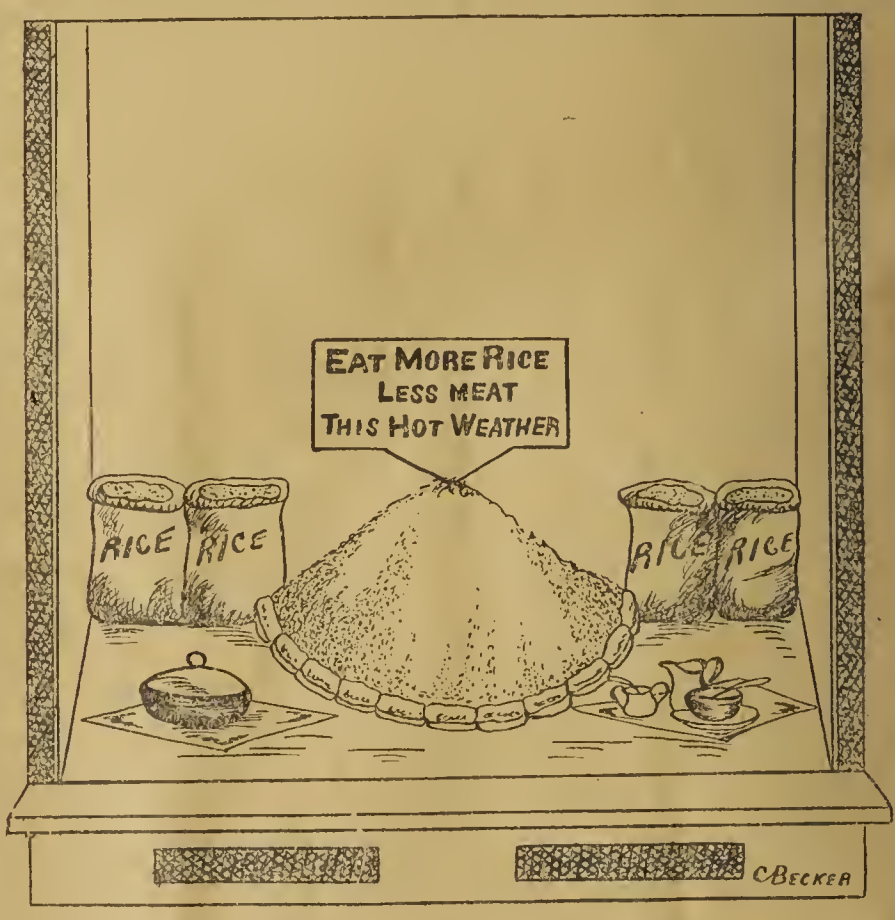
A few days before this, another tire dealer—this talk seems to be running into the automobile field, although of course the law is the same regardless of the product—told me precisely the same thing regarding another tire, equally well known and even better respected than the first one. He added that it would not give anything like the mileage which it formerly gave.

What I have said about the first statement applies equally to the second.

A month or two ago a third tire dealer, in order to persuade me not to buy a certain cord tire, told me of difficulties which he said existed as to repairing this tire if it punctured or blew out. I subsequently learned that his statements were untrue, and I have no doubt that he had it in for that make of tire and used this method of killing sales. It was very effective with me, at least so far as that particular purchase was concerned, and doubtless would be with others. If that dealer knew he was telling an untruth, and his only motive was to kill sales, he would have no defenses whatever to an action by the manufacturer for slander.

Up to date there have been comparatively few suits of this kind brought, considering the general looseness of the talk about competitive products and the number of suits which would lie, if anybody wished to bring them. But one of these days some manufacturer is going to decide that an example should be made of somebody, and when that time comes he will have no trouble in getting the evidence. I believe such action would be thoroughly justified. When a manufacturer has spent money and heart's blood in building a reputation for his product, it is outrageous that it

Weekly Window Display Suggestions



Rice Display.

This is a good display for the warm weather and is quite simple, yet attractive. To arrange: Cover the bottom of the window with dark blue or black crepe paper. To the front at each side, place a white napkin. On one place a pudding dish and on the other a bowl of rice, cream pitcher and a sugar bowl. In the center place a box; from the top of this to the bottom of the window make a slant of boards and on them place clean burlap bags. Place two rows of rice in cotton sacks around the bottom, then completely cover the slant with choice whole rice, the bags at the bottom will prevent the rice from running into the window. Place a neat sign card, as illustrated, on top of the rice pyramid. At each side, at the extreme rear, place two bags of rice. If you haven't enough rice in stock, fill the bags with something else and make a top of rice in each bag—place some paper first and then about an inch of rice.

should be murdered by the careless —or worse, malicious—word of a dealer.

(*Copyright, July, 1916, by Elton J. Buckley.*)

—

Question: S. B. Klopp, Shillington, Pa.—I beg to trouble your Legal Department for an opinion in a trouble I got myself into by not taking the Legal Department's advice in insisting upon a written contract instead of verbal one, of which I plead guilty.

I own a dwelling and coach shop which I have rented to a party for over ten years upon a verbal contract (no witness) at $20 and $10 respectively. The coach manufacturer is going wrong morally and financially, so much so that he owes me over $200 rent, has no credit, must pay cash for all his material. What I would like to know is, how can I make him vacate both buildings in the quickest way as I would like to occupy them myself?

I told him personally that he must vacate September 1, 1916. In case he will not vacate till that time, how long must I give him?

In case he pays all back rents, will that make any difference in the making him to vacate? In other words, what legal proceedings are necessary to oust him?

Answer.—If your arrangement with your tenant is so much rent *per month,* the law will hold your lease to be a verbal monthly lease, and you can oust him any time by giving him one month's notice to quit. The month must date from the time he took possession. If he took possession on the 10th of the month, for instance, his notice must be to vacate on the 10th of some month, and it must reach him not later than thirty days before that.

If your arrangement was for so much rent *per year,* the law will consider it a yearly lease and you must then give him three months' notice, dating this as I have directed for a monthly notice.

If he refuses to vacate when the time is up, you can get the sheriff of your county to oust him.

His payment of all back rents would not alter the situation, as you are not ousting him for non-payment of rent but because you have terminated his lease.

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Pennsylvania Organization Notes.

J. R. Einstein has been elected president of the Business Men's Association of Armstrong County.

* * *

Mr. Smedley will address the Barnesboro Board of Trade on July 17th.

* * *

The Irwin Board of Trade is making all effort to hold a county convention of the business men of Westmoreland County.

* * *

The Pottstown Association has departmentized its work and has formed each branch of business into a group, with a chairman, who is a member of the Board of Directors of the general body. Thus each business is given the proper service and better results are obtained.

* * *

Mr. Smedley will visit Bradford this week to complete arrangements with the local committee for the State convention.

* * *

The programme for the State convention is now being mapped out. It is intended to make the topics to be discussed of practical value to each delegate.

* * *

Mr. Smedley will address the Lancaster Retail Grocers' Association on July 11th at the rooms of the Chamber of Commerce.

* * *

The Merchants' Bureau of the Washington, Pa., Chamber of Commerce, has recently printed a report showing "Things Done" for the merchant during the past year. If a Washington merchant failed to receive benefit from the Bureau it was the fault of himself. The Bureau delivered the goods.

* * *

The advertising convention was a striking example of what can be accomplished through organization. If the retail business men would show their power by getting together, keeping together and working together, trade evils would soon disappear and the business death rate very much decreased.

* * *

The Frankford Association has elected the following delegates to the Bradford convention: Oliver Stout, Jr., J. A. Edgar, Wm. H. Bratton, E. J. Gallen, A. Wisson and Edward Coyle.

The Tale of an Egg.

If you handle eggs you must candle them, and to candle them in a satisfactory, profitable manner, you should be using one of the seven styles made by Grant Mfg. Co., of 234 Broadway, Kokomo, Ind.

When such firms as Armour & Co. find it profitable to use a Grant Egg Candler, it seems as if it would pay you to do likewise. A catalogue for the asking.

BURK'S

Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S

Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

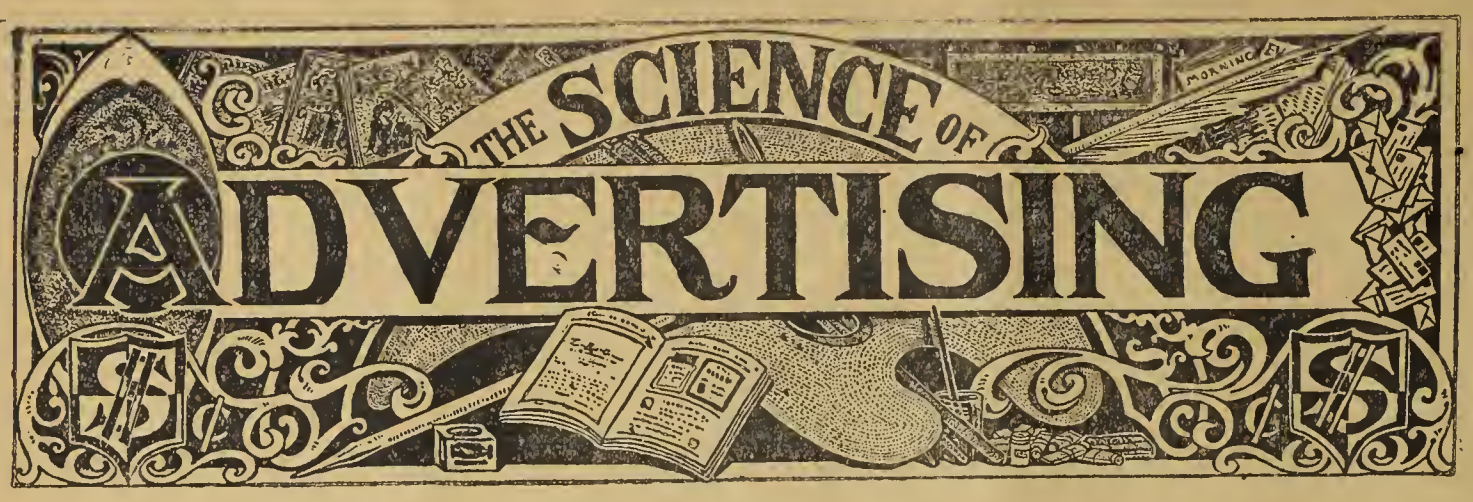
The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and **LUNCH ROLL** were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA



I have from I. P. Spalding, retail grocer of Towanda, Pa., a couple of his newspaper advertisements, each measuring four inches double column. I am reproducing them below about natural size:—

This is very fair advertising, but I think more pep could be put into it. For instance, the cheese advertisement. I would have changed that around a bit. The biggest novelty in it is ripe olives. I would have used a heading something like this: "Try Some Ripe Olives on That Picnic." Or "Ever Eaten Ripe Olives?" to be followed by a few lines telling the difference between the ripe olives and the pickled. There is really nothing about the cheese to justify giving it the chief place in the advertisement. What is called the "news sense" is very important in advertising. It is the ability to pick out the most interesting thing and feature it. Applying that to this advertisement, I think the ripe olives should have gone first.

* * *

Take the other advertisement and apply the same principle to it. I should have given the heading to Wesson oil, because more can be done with it in an advertising way. That is, unless Premier Salad Dressing is a new thing with you. Then you might advertise it "A Brand New Salad Dressing—the Best I Ever Saw." I would hesitate to advertise a thing like peanut butter unless there was something appealing I could say about it. I can't see "Premier quality, fine for sandwiches," getting any results. Why should it? Any good peanut butter is fine for sandwiches. It is a good rule in advertising never to put forward anything that you can't say something special about. What could you say about peanut butter? Well, it might be made from a special grade of peanuts, or by a special process, which makes it more oily than the average; or it might be different in some other way from the ordinary article. Or it might be cheaper. You can hang an advertisement on any of these points. But an ordinary peanut butter, priced about as usual, is hardly worth advertising, except perhaps in one way: you could go in and make a general campaign to increase the use of peanut butter. In other words, to get people to use it who don't use it now. That would be done, of course, by describing its uses and generally exploiting it. Outside of that, there isn't any way, in my judgment, in which an ordinary article, priced as I say, about like similar articles, can be advertised with profit.

* * *

It occurs to me to suggest that Mr. Spalding try to be a little more enthusiastic in his advertising. His cheese advertisement is not warm enough; it is too conservative. A few good warm adjectives like "delicious" and "snappy" and "appetizing" and "splendid" are always helpful.

A Fresh Lot of Fancy Cheese

in convenient small packages and jars. Just the things for sandwiches or a quick lunch.

OLIMENTO—15 cent jars.
PIMENTO—15 cent jars.
TASTY—10 cent packages.
NEUFCHATEL—5 cent packages.

POMPEIAN OIL

One of the most satisfactory imported oil. An oil that does not separate and has the right color and taste. Half pint tins, **25c**; pint tins, **45c**; quart tins, **90c.**

HEINZ RIPE OLIVES

Possibly you have never tried ripe olives, quite different in taste from the green ones. **15c** tins.

I. P. SPALDING

The Pure Food Store.

PREMIER
Salad Dressing

A bottle of Premier Mayonnaise dressing belongs in every pantry. It is a genuine mayonnaise, perfectly delicious; many tell us superior to the best which can be prepared at home. **10 and 25c** bottles.

PEANUT BUTTER

Premier quality, fine for sandwiches. **10, 15 and 25c** jars.

WESSON OIL

A hygenic substitute for lard and butter for frying and some forms of baking. **25c** tins.

I. P. SPALDING

The Pure Food Store.

The Composition of Kellogg's Imitation Coffee.

In applying for a patent on his "coffee" preparation in Australia, J. L. Kellogg, of Michigan, thus described its composition:—

> Class 38.8, Coffee Substitute.—To produce a coffee substitute in the form of a soluble powder without the use of molasses or syrup, malt is added to a starch-bearing material, which is then heated to caramelise the maltose into which the starch is converted. Starch-bearing material, such as corn, wheat flour, etc., is mixed with barley malt and heated to 140-180 deg. F. for about two hours and is then cooked under 40-pound steam pressure for five hours to partially caramelise the malt sugar. The material is then mixed with bran, malt sprouts and roasted pulverized rye, and is dried, roasted and treated in a cooker to extract the soluble matter. The mass is then filtered and the extract drawn off, evaporated in a vacuum pan and reduced to powder.

The Week's One-Time Ads.

There's a little eighth-page ad. in this issue that I want you bloodhound buyers not to miss. It's by Schwenk & Caldwell, the Philadelphia jobbers, and it offers a couple of nifty bargains. New peas for 77½ cents a dozen and new Cape Shore mackerel for $17.50 a barrel. How's that? You can't beat those prices, no matter where you go, and you can't even meet them at any jobber I know about. My advice is not to let these things get away from you. They tell me both peas and mackerel are going up. (In Heaven's name, everything seems to be except yours truly's salary.) Don't wait on this now until you have to pay a good bit more money.

JIMMY MANDER.

Jobbers Combine to Cure Returned Goods Evil

All Six Jobbers of Los Angeles, Cal., Unite to Standardize Practice of Sending Back Goods for Credit.

A unique move has been made by ll the wholesale grocers in Los ngeles, Cal., they having practially joined together to correct what hey consider the evils of the trade. here are six jobbers in Los Angees and all of them have joined in he plan, which particularly covers he return of goods for credit. Toether the six jobbers have issued he following notice to the retail rade:—

To the Grocery Trade:—

Manufacturers are becoming stricter every year in the matter of accepting returned goods. It is, therefore necessary for the wholesale grocer to exercise care in the same respect.

In order that all our friends in the trade may understand the situation and be able to protect themselves, we deem it both just to them and ourselves to record the following:—

1. Return on Order Only.—Drivers are not allowed to pick up goods to be returned except on order from the office.

Customers outside the delivery zone must first send in a list of goods which they wish to return and await disposition.

2. Returns by Express.—All returns from outside the free delivery zone should be by freight.

Should a customer return by express, the difference between freight and express will be charged to him.

3. Verbal Guarantees.—We will recognize no guarantees of sales unless they appear on the face of the order.

4. Holding Returned Goods.—Returned spoiled goods, upon which no credit is allowed, will be held thirty days and if not called for in that time, will be destroyed. Goods held awaiting disposition by broker or manufacturer, will be destroyed after thirty days.

5. Labels.—Labels will not be accepted instead of the goods themselves, except upon authority from the office.

6. Shortages.—Shortages must be reported to the office for adjustment. Salesmen are not allowed to make a deduction for same in a settlement.

7. Quantity Purchases.—Customers returning a portion of a quantity price purchase, will be credited so that the portion returned will be owned at the price proper for that amount.

8. Spoiled Goods Not Returnable.—The following spoiled goods are not guaranteed and no credit will be allowed on their return:—

All Shop Worn Goods—This applies to the condition of the outside of the package and does not refer to the contents; unlabeled or empty cans, Hecker's Farina, Phospho products, Nut Butter (McClintock, Golden West), Malt Bkft. Food, Shasta Oats, Broken Packages of rice and beans, wet horseradish, gelatine, jelly powders, chloride of lime, Hercules Oats, dry milk.

Welch's Grape Juice.—No credit for opened bottles.

Currants.—Will reclean at customer's expense.

Cheese.—Will sell to cheese men and give credit for amount obtained.

Prunes.—Will reprocess and return at customer's expense.

9. Spoiled Goods Returnable Under Certain Conditions.—The following are returnable for credit:—

Spoiled Salt Fish.—If returned within ten days after date of delivery.

Spoiled Dried Fruit.—If returned within ten days after delivery.

Spoiled Cheese Uncut.—If returned within ten days after date of delivery.

Spoiled Canned Fruit, Vegetables and Fish.—If returned before July 1st following date of delivery. Customers are requested to return spoiled goods as soon as discovered.

Spoiled Libby's Chipped Beef and Sliced Bacon.—If returned within ninety days after date of delivery.

Spoiled Beech-Nut goods will be credited with 50 per cent. of the value.

Spoiled Ham, Bacon and Suetene will be subject to the disposition of the packer.

10. Spoiled Goods—Inspection by Broker Necessary.—The following goods are not returnable to jobber, but must be inspected at the merchant's store by broker or manufacturer's agent, who will give disposition:—

Schepp's Cocoanut, Dunham Cocoanut, Force, H. O. Oats, National Oats, Albers Bro. goods, Ghirardelli Choc. and Cocoas, Quaker Puffed Rice and Wheat, Carnation Wheat, Post Goods, Golden Egg Products, Pfaffman Paste Goods, National Starches, Quaker Oats.

In submitting the above, we are using the utmost liberality and it is in no way our desire to have any merchant suffer any loss through no fault of his own, but the above regulations are necessary that both retailer and jobber may be protected against big losses.

CHANNEL COMMERCIAL CO.,
R. L. CRAIG & CO.,
HAAS, BARUCH & CO.,
M. A. NEWMARK & CO.,
STETSON BARRET CO.,
UNITED WHOLESALE GROCERY CO.



That Novelty in

Mapleine Flavoring

not found in any other flavor. Has more uses than other flavors—used for ice cream, in cakes, in icings, in candies, etc.

Your Customers Will Be Pleased

ORDER FROM

WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

STOP
that
LEAK!

IT has been proved that of those who want credit, 30 per cent. pay in full each month; 33 per cent. pay in from one to three months; 40 per cent. never pay in full, and 7 per cent. never pay at all.

¶ You know what effect this method of doing business would have or possibly does have in your own case; just what it represents in the way of capital invested and **what you are losing in good profits.**

¶ During the past 20 years the "Sperry" Service has been skillfully applied by thousands of wide-awake, progressive storekeepers toward bettering just this condition. It has proved beyond question remarkably effective to convert a demand for credit into cash business.

¶ It will pay you to find the percentage of cash transactions in your business and if you find it smaller than you expected, therefore a handicap to good business, we will gladly show you **a practical remedy and how to use it.** Your inquiry incurs no obligation.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t › be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY Co.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.



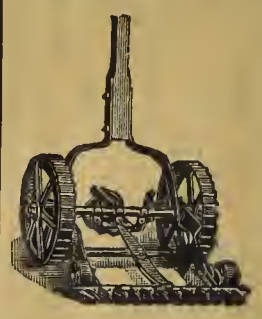
We Are Helping You Sell Chase-O

Every new customer you get on **Chase-O** makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower hed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

Dayton Moneyweight Scales

S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern chant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in ge to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

NTED.—Clerk in grocery and general merchandise store, 18 to 25 years; t come recommended and not afraid work; wages right. Address G. E., Grocery World Publication Co., Arch St., Philadelphia. 4

NTED.—A general stores salesman who is at present employed and held this same position for at least years. Salary $800 to $900 per year, rding to previous experience and rd. Address C. E. Engel & Co., on Bridge, Md. 7

NTED.—Grocers' tea and coffee man to handle my line of store res on commission. H. F. Heacock, . Second St., Philadelphia, Pa. 12tf

OR SALE OR RENT

FOR RENT.

SALE OR RENT.—One of the up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for stores; owner is interested in business. Address O. W. N., care ery World Publication Co., 927 St., Philadelphia. 7

STORES.

SALE.—First-class general grocery store, very best location, doing a ess of $12,000 a month; more can be done. Only those meaning business and have the cash need apply. Building contains meat market and is large enough to accommodate four families. Three-room cottage adjoins. Also have one five-passenger Abbott-Detroit touring car, 1916 model, forty-five horsepower, self starter; easy on tires; averaging twenty miles per gallon gasoline on rough country roads. Address Frank Horvath, Wyano, Pa., Box 98; Bell phone 115-R 14, Youngwood, Pa. 10

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—General store, with dwelling, stock and fixtures, at appraisement. Established thirty-five years. Wishing to retire. Only those meaning business need apply. Address Post Office Box 43, North Wales, Pa. 3

FOR SALE.—Grocery and meat store, doing a very large cash business. Will sell fixtures to a quick buyer for $1,250, stock at inventory. Property can be bought for $6,000; seven rooms, bath and all conveniences. Address N. W. corner Park Ave. and York St., Philadelphia. 12

FOR SALE.—Six-room house and grocery store, located in Carrick (Pittsburgh), Pa.; grocery established for fifteen years, oldest established business in Carrick; invoices $2,500; house is six rooms, all modern conveniences (bath, electric light, gas, outside buildings, including stable). Will sell for $10,000, part cash, balance to suit buyer. Retiring from business reason for selling. Address Jos. Englert, 443 Spencer St., Mt. Oliver P. O., Carrick, Pa. 10

FOR SALE.—Established mercantile corporation, $10,000.00 capital, doing cash and credit business, all credit business secured with good collateral, big profits, new, up-to-date store fixtures, stock A No. 1, located in one of the oldest towns in South Carolina and in best farming sections of State. Best store building and best location in town. Prefer selling outright, but would sell half and give purchaser management of business. This is your opportunity. Owners have other interests and wish to engage in other business. If interested, address Corporation, care Grocery World Publication Co., 927 Arch St., Philadelphia. tf

MISCELLANEOUS.

FOR SALE.—11-12 doz. Crane's Kidney Pills; 1 doz. Cold Tablets; 1 doz. Liver Pills; 1 Enterprise Coffee Mill, No. 9; 1 Troemner 16-lb. Scale. Will sell cheap. Address K. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 4

COLLECTIONS

SQUARE DEAL ON COLLECTIONS.—No collection, no charge. No advance fees or grafting expenses of any nature whatever. Strictly commission—if we fail to collect your accounts we lose, not you. Send postal for information. Address the Standard Mercantile Service, North Diamond Station, Pittsburgh, Pa. 2

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JULY 10, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sardines—Imported
Cakes and Crackers
Delikatessen—Imported and American Meats and Sausages
Eggs
Lamp Goods
Provisions
Pickles
Live Poultry
Rice

DECLINES.

Package Coffee
Butter
Farinaceous Goods—Barley, Oatmeal, Rolled Oats
Dressed Meats

—1—

SUGAR.

	Barrels.
Cut Loaf	8.05
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ cbests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.71	.72	.73
Buff Label, I. and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz.	.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.	.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin	1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin	2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 200, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	.75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	per bbl. 12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz	per case 3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.16¾
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18.10
Seven Day (f. o. b. N. Y.)	14.75	14.85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per lb. .36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.3
" extra, 60-lb. tubs	.3
" first, "	.3
" second, "	.29
" third, "	.3
" dairy, extra, bakers' use, 30-60 lbs	.24-.28
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-.33
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.36
Awltru	.34
Honebe	.32
Star or S. D., 1 lb., 20-50 lb. bozes	.35
B. B., E. D., 20-50 lb. boxes	.3
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	.3
Sbeaf	.34
White Rock	.33

CANDLES.

	Per l
P. & G., 8s, 30 lbs	.10
" 16s, 30 lbs	.11
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07
Searchlight, hotel, 16s, 30 lbs	.06
Peerless, hotel, 16s, 30 lbs.	.09
Bright Light, 16s, 30 sets to box	per box 1.25

JARS AND JAR RUBBERS.

Mason's—	Per gro
Half gallons	7.85
Quarts	5.30
Pints	4.95
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.6
Single lip, wide, 1 doz. cartons	.6
Acme, wide, 1 doz. cartons, 5 gross boxes	.4
" medium, 1 doz. cartons, 5 gross boxes	.3

	Per
Lightning, pure rubber, bulk	.4
Reliable, white rubber, wide	.2
" " medium	.2
Black rubber, medium	.2

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gr
½-gross boxes, no rubbers	2
Jelly glasses, fluted, bbls. 24 doz	per doz.

CATSUP.

Snider's—	Per d
16 oz., 2 doz	2.0
8 oz., 2 doz	1.2
Ritter's—	
Tomato, ½ pint, 2 doz	.9
Tabasco, ½ pint, 2 doz	.9
Beech-Nut—	
Pints	2.2
½ pints	1.3

KETCHUP.

Curtice's "Blue Label," Tomato—	Per d
Small, 25 bottles	2.9
Medium, 25 bottles	4.5
Large, 12 bottles	3.5

—5—

CANNED GOODS.

d Beans—	
tter's	.95
& M., No. 2	.95
mpbell's, 16 oz., tomato sauce or Boston tyle per case	1.90
ider's, No. 2	1.40
n Camp's, No. 2	1.40
ıikshank's, No. 2	1.35
inz's, No 2	1.40
g's Head, No. 3	1.35
·cory, No. 1	.50
atoes—	
ndard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
. Beans—	
ndard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
ncy, small, No. 2	1.65
g Beans—	
ndard, New York, No. 2	1.10
tra fancy, New York. No. 2	2.00
ncy, New York, No 2	1.50
ndard, Maryland, No. 2	.60
Kidney Beans—	
ndard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
—	
ndard, New York, No. 2	.90
ncy, New York, No. 2	1.00
ndard, Maryland, No. 2	.80
" Maine, No. 2	1.25
ncy, Maine, No. 2	1.25
oe Peg, No. 2	.85
ioje grain, No. 2	.75
—	
ndard, New York, No. 2	1.15
ed, New York, No. 2	1.50
tra sifted, New York, No. 2	2.00
ndard, Southern, No. 2	.75
ed, Southern, No. 2	1.00
tra sifted, Southern, No. 2	1.40
ndard, Indiana, No. 2	.75
ed, Indiana, No. 2	1.00
tra sifted, Indiana, No. 2	1.40
ndard, Wisconsin, No. 2	1.10
ed, Wisconsin, No. 2	1.40
tra sifted, Wisconsin, No. 2	2.00
—	
ndard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
otash—	
ndard, New York, No. 2	1.00
ncy, New York, No. 2	1.25
ndard, Maryland, No. 2	.95
ncy, Michigan, No. 2	1.20
ragus—	
tall, No. 2½	2.00
dium, No. 2½	2.20
rge, No. 2½	2.50
ps, No. 1	2.25
pkins—	
ndard, New York, No. 3	1.00
" New Jersey, No. 3	.85
ich—	
ndard, Maryland, No. 3	1.05
Krout—	
ndard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

cots—	
tra, No. 3	2.75
" No. 2½	2.25
tra Standard, No. 2½	1.90
ndard, No. 2½	1.50
ett Pears—	
tra, No. 3	
" No. 2½	2.50
tra Standard, No. 2½	2.30
ndard, No. 2½	2.15
e Cherries—	
tra, No. 3	
" No. 2½	2.90
tra Standard, No. 2½	2.75
ndard, No. 2½	2.40
ies, Lemon Cling, Sliced—	
tra, No. 3	2.95
" No. 2½	2.00
tra Standard, No. 2½	1.75
ndard, No. 2½	1.50
ies, Lemon Cling—	
tra, No. 3	2.95
" No. 2½	2.00
tra Standard, No. 2½	1.75
ndard, No. 2½	1.50
ies, Yellow Crawford—	
tra, No. 3	2.80
" No. 2½	2.00
ra Standard, No. 2½	1.70
ndard, No. 2½	1.40

Eastern Canned Fruits.

s—	
w York State, No. 3	.90
" " No. 10	2.75
berries—	
syrup, No. 2	1.35
water, No. 2	
ies—	
ite Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
ies—	
ole, No. 3	1.35
onds, No. 3	1.15
. No. 3	.85
—	
tlett, Extra Standard, No. 2½	2.00
fer, syrup, No. 3	1.15
" water, No. 3	.90
s—	
vy syrup, No. 2½	1.25
nt syrup, No. 2½	1.00
erries—	
ne, in water, No. 2	1.40
berries—	
ra preserved, No. 2	1.80
served, No. 2	1.60
rater, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
MeMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz.	
" No. ½, flat, 4 doz	
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12.00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	
Boneless and peeled, ⅛s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ¼ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.22½
" No. 2, key, 1 doz	4.20

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.20
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Devilled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin	No. ½ Tin
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

	Quarts.	Pints.	½-Pints.
The Franco-American Food Co.—			
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz			Per doz. .90
Soups—			
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95
Armour's— All kinds, No. 1, 4 oz			Per doz .90
Campbell's, No. 1s, 10½ oz., 4 doz.—			
Tomato			Per case 3.80
Other kinds			3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb	per lb. .21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ⅛-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.30
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz	per lb. .52
" 10-lb. bags, 100-lb. case	" .50
Daalder's brand, ⅛-lb. tins, 12-lb. box	" .40
" ½-lb. tins, 12-lb. box	" .39
" 1-lb. tins, 12-lb. box	" .38
" 2-lb. tins, 12-lb. box	" .37
" 5-lb. tins, 60-lb. box	" .36
" 10-lb. bags, 100-lb. case	" .35
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ⅛s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30
Bensdorp's Royal Dutch Cocoa— 12 lbs. in box. Per can.	Per
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-oz. oval cans, 3 doz. in box ..... .18⅛	2.20
¼-lb. round cans ..... .29	3.48
1-lb. round cans ..... .57	6.84
60 lbs. in case. Per can.	Perl
5-lb. round cans 2.50	.5e
Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.5e
Milk Chocolate Towers, ⅛-lb. boxes, 90 boxes in case	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ⅛-lb. cakes, 12-lb. boxes, 12 boxes in case	.30
Bensdorp's Turlnos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅛ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ⅛-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	2.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ⅛-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ⅛-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1.32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.92
9x12, "	1.18
Toilet—	Per case
Extra quality, 100 rolls	7.25
Good " 200 "	6.25
Butter, Wax—	Per pkg
9x12, about 480 sheets	.18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.55	.44
½ "	10M	.66	.53
1 "	8M	.89	.70
2 "	6M	1.16	.91
3 "	5M	1.40	1.10
4 "	4M	1.72	1.35
5 "	3M	2.00	1.57
6 "	3M	2.44	1.93
8 "	2M	2.83	2.23
10 "	2M	3.24	2.79
12 "	2M	3.78	2.97
14 "	1M	4.78	3.76
16 "	1M	5.12	4.02
20 "	1M	5.74	4.51
25 "	1M	6.32	4.98

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.48
24½ lbs., ⅛ bbl	.88
49 lbs., ¼ bbl	1.60

No. 2, Manilla, light weight—	Per lb.
12 in. rolls	.04½
15 "	.04½
18 "	.04¼
20 "	.04¼
24 "	.04½

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Silk Fibre, No. 1—	
9 in. rolls	.04¾
12 "	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾
30 "	.04¾
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.50
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3 00

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
7-lb. Tin Pails	
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Tbins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09⅛
Oyster Crackers	.09	.09⅛
Wine Scroll	.11	.11⅛
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz ..... per doz.	1.40
" " with horseradish ..... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish ..... "	.....

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Wein Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz ..... "	.46
" with horseradish, 2 doz ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, less	.....
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " less than cask, "	.....
Roquefort ..... 12 in case, "	.....
" less than case, "	.....
Parmesan, about 30 lbs ..... loaf, "	.....
" less than loaf, "	.....
Edam, 12 in case ..... case	.....
" single	.....
" in tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.....
" " less than loaf	.....
" square loaves, No. 1, about 25 lbs. each ..... per lb.	23
Limburger, No. 1 ..... box and ⅛ box	2.19
" " less than ⅛ box	20
Plnxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.22
English Dairy ..... "	.24
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Tburinger, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ..... per lb.	.....
Weiner Wurstel, 16 in tin ..... per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00
American— 50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29 .30
" (Diamond S.)	.28 .29
" Peutonic	.24 .25
" Gothaer	.33 .34
Salami (Circle S.)	.29 .....
" (Diamond S.)	.28 .....
" (G. A. P.)	.....
Landjager, short ..... per lb.	.35
" long ..... "	.....
Mortadella, dry ..... "	.....
Knackwurst, 25 in box ..... per box	4.75
" ..... per doz.	2.40
Tongue Sausage ..... per lb.	.22
Smoked Braunschweiger Liver Sausage "	.20
Lachs Ham ..... "	.43
Petit Delicatess Frankfurters, plain ..... per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.	1.00
Lebanon Beef Bologna ..... per lb.	.22
Paprika Speck ..... "	.18
Mettwurst, half round ..... "	.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.	.35
Smoked Tburinger Blutwurst ..... "	.....
" Pfefferwurst ..... "	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	2.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. palls ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. palls ..... per pail	.75
" 10-lb. palls ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ⅛ bbls	.....
Milkers, standard, bbls	.....
" ⅛ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ⅛ bbls	14.50
Milkers, " bbls	.....
" " ⅛ bbls	.....

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Marinirte Herring, imported, about 40 in pail	2.75
Roll Herring, imported, about 25 in pail	.....
Spiced Herring, imported, about 40 in pail	.....
Norway Stockfish, dry ..... per lb.	.2
Matjes Herring ..... piece	.....

Bismarck Herring.

Round tins, with key, pint ..... per doz.	2.6
" " quart ..... per tin	.4
" " 2 quarts	.7
" " 4 quarts	1.
Roll Mops, 4-quart tin	1
" 2-quart tin	.....
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand ..... per keg	.....
" 5-lb. pails ..... per pail	.....
" 10-lb. pails ..... "	.....
Cut Spiced, 10-lb. palls ..... "	.....
" 5-gal. keg ..... per keg	.....
Russian, in glass jars ..... per doz.	.....

Norway Anchovies.

Fancy, keg	.....
" ⅛ keg	.....
" ¼ keg	.....
" ⅛ keg ..... per doz.	3.6
Original package ..... per ⅛ bbl.	.....
Repacked, 5-lb. palls ..... per pail	.....
" 10-lb. pails ..... "	.....
" 5-gal. kegs ..... per keg	.....
" ¼-lb. flat tins ..... per doz.	.....
" ⅛-lb. tall tins ..... "	.....
" 1-lb. tall tins ..... "	2.1

Salt Sardellen.

Original packages, 1902 ..... per anker	.....
Repacked, kegs, about 8 lbs ..... per keg	3.2
" pint jars ..... per doz.	5.2
" large tumblers ..... "	.....
" small tumblers ..... "	2.0

Russian Caviar.

1-lb. tins ..... per doz.	.....
½-lb. tins ..... "	.....
¼-lb. tins ..... "	.....
⅛-lb. tins ..... "	.....

German Dill Pickles—Regular Si

60-gal. casks, about 2000 ..... per cask	.....
50-gal. bbls., about 1200 ..... per bbl.	12.0
15-gal. kegs, about 500 ..... per 100	.....
10-gal. kegs, about 300 ..... "	.....
5-gal. kegs, about 150 ..... "	.....
10-lb. palls, about 50 ..... per pall	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask .....

Domestic Sourkrout—Long Cut.

60-gal. casks ..... per cask	.....
48-gal. bbls ..... per bbl.	5.5
20-gal. kegs ..... per keg	2.0
5-gal. kegs ..... "	1.1
10-lb. palls ..... per pail	.5

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb.	.....
Spitzkugein ..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 in pkg., "	.....
Amandines, 9-lb. tins ..... per tin	.....
" small tins ..... "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	2.5
" " 10-gal. keg	4.5

Sundries.

German Egg Potatoes, bags 110 lbs. per bag	.....
Green Kern ..... per lb.	.3
Potato Flour ..... "	.0
German Dried Pears ..... "	.....
Dried Mushrooms ..... "	.....
Juniper Berries ..... "	.0
St. John's Bread ..... "	.....
Bay Leaves ..... "	.0

COTTOLENE.

Cases, small, medium or large cans	7.
Tierces, about 350 lbs	.1
½ bbls., about 180 lbs	.1
Tubs, about 65 lbs	.1

CHEESE.

New York, full cream, fancy, old, 40 lbs	.1
" " choice, new, 35 lbs	.1
Picnics, full cream, fancy, new, 20 lbs	.1
Swiss, domestic, about 30-lb. blocks	.2
" about 70-lb. loaves	.....
McLaren's, medium, 2 doz ..... per doz.	1.3
" Club, 2 doz ..... "	1.0
Red Edam ..... each	1.6
Philo Cream, 1 doz. 10c. size ..... per doz.	.9
Elkhorn Pimento, 1 doz ..... "	1.4

EGGS.

	Per d
Nearby, candled and selected, 30 doz	.2
Western, selected	.2
Milken Farm	.3
Awltru, packed in cartons	.2

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FANCY GROCERIES.

nond Staple Paste, 5-lb. cans	per lb.	.33
chovies, in oil, 6 ring bottle	per doz.	5.25
" " 3 ring bottle	"	3.25
bers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
iton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
erries in Maraschino, glass, 1 doz.	"	7.00
m Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
rie Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
nch Peas, extra fine	per case	21.00
Cann's Irish Oatmeal—		
-lb. cans	per doz.	3.35
-lb. cans	per tin	.70
4-lb. cans	"	1.65
ntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
'etit Beurre		.33
Dinner		.42
Breakfast		.42
d Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
t, stone jars, 4 doz		1.75
eodore Marquett Mushrooms—		Per case
'irst choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
affles—		Per tin
g		.20
8		.35
¼		.60
½		1.25
imps, pickled, small size		1.20
" Dunbar's, 2 doz	per doz.	2.75
s in Cordial, Bishop's, 1 doz	"	6.50
rstalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
ne Juice, Rose's	"	5.00
tor Rose Water	"	2.25
' Peach Water	"	2.25
ted Olives	"	5.25
e Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

OUILLON CUBES AND LIQUIDS.

ero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
ieko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
4-oz. bottles, 1 doz		3.75
ieko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
big's Oxo Cubes—		Per doz.
2 4s, 10c. size		.85
2 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
nour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
mour's Concentrated Bouillon—		
ars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
mour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

nour's Solid Extract of Beef—		Per doz.
ars, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
nour's Fluid Beef Extract—		
Bottles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
esota	6.40
ig Midas	6.80
d Medal	6.50
lbourne	6.40
Top	6.75
lsbury's Best	6.40
nper Idem	5.40
de of the West	5.50
nbeam	5.40
aker	6.10
ie Seal	5.35
ny White	6.65
cker's Best	6.10
luth Imperial	6.15

Prepared Flours.

	Per case
scilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
doz. 14-oz	1.44
doz. 28-oz	2.40

Either straight or assorted cases

Self-Raising Flour.

cker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
cle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
sto, 18 pkgs	1.55
nt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .07½
New York State Marrows, new, bags about 2½ bushel	.....
Michigan Pea, new, bags about 2½ bushel	.....
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic. 1 bushel bags	.....
Lentils—	Per lb.
ooooo, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.02½
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.02½
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	2.50
No. 3, 100-lb. bags	2.50
Oatmeal—	
B, bbls	per bbl. 5.61
B, 100 lbs	per keg 2.71
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.35
" 90 lbs	per keg 2.80
" 90 lbs	per sack 2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs	per case 3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	.90
Mapl-Whole-Wheat Flakes, 18 pkgs.	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Sbredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.75
Pettijohn's Breakfast Food, 18s	2.12½
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	2.00
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

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Sundries—		
Pettijohn's Bran Flour, 12s		3.80
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.90
Quaker Whole Wheat Flour, 10s		2.15
Schumacker XXX Graham, 10 10s-20 5s		3.25
Scotch Brand Pearl Barley, 24s		1.70
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.



A FRIEND TO THE TRADE FOR 40 YEARS

Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.25
Per gross, with 1 doz. free		15.00
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		1.00
5 gross lots, with 3 doz. free		60.00
		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant, powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Bromangelon, assorted, 3 doz		.87½
Jellycon, assorted flavors, 2 doz		.85
Mother's, small, 1 doz		.48
" large, 1 doz		.88
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.60
Minute Gelatine, 15c. size, 36 pkgs.	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90



JELL-O
The Dainty Dessert

Assorted Case,		Contains 3 dozen	$2.70
Lemon	(Straight)	Contains 3 dozen	$2.70
Orange	(Straight)	Contains 3 dozen	$2.70
Raspberry	(Straight)	Contains 3 dozen	$2.70
Strawberry	(Straight)	Contains 3 dozen	$2.70
Cherry	(Straight)	Contains 3 dozen	$2.70
Chocolate	(Straight)	Contains 3 dozen	$2.70
Peach	(Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



JELL-O
ICE CREAM POWDER
FOR MAKING ICE CREAM
Pays 50% Profit

Assorted Case,		Contains 3 dozen	$2.70
Chocolate	(Straight)	Contains 3 dozen	2.70
Vanilla	(Straight)	Contains 3 dozen	2.70
Strawberry	(Straight)	Contains 3 dozen	2.70
Lemon	(Straight)	Contains 3 dozen	2.70
Unflavored	(Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—		
Brad's Tip-Top, 24 10-oz. pkgs		.90
" 50 10-oz. pkgs		1.75
" 100 10-oz. pkgs		3.25
" 24 20-oz. pkgs		1.75
" 48 20-oz. pkgs		3.25
Brad's "1-X-L," 40 16-oz. pkgs		2.25
White Rice, shelled, sacks about 150 lbs		.04-.04½
The Albert Dickinson Co.—		
Snow Ball, 40 1-lb. pkgs		2.00
Santa Claus, 100 10-oz. pkgs		2.75
" 50 10-oz. pkgs		1.45
Yankee, 100 12-oz. pkgs		3.00
" 50 12-oz. pkgs		1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " 11 oz., 2 doz	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	31.00	16.10	8.25	1.80
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	170-190	27.00	14.10	7.25	1.60
Med. Shore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Spring Irish	325-375	21.00	11.10	5.75	1.30
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	.....	.....	.....	.....	.....
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs		.85
Highland Beauty, 20-lb. boxes	per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.10½
Gilt Edge, 40 lbs	.07½
Favorite, Middles, 60 lbs	.16

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.09½
" medium	.09

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	.....

FRESH FISH.

	Per lb.	
Halibut		-.16
Bass Native		-.15
Salmon, fresh		-.....
Eastern Cod		-.09
Croakers		-.05
Large Hake		-.07
Haddock		-.07
White Cat Fish		-.15
Red Cat Fish		-.12
Spanish Mackerel		-.....
Snappers		-.12
Eels		-.12
Rock Fish		-.....
Lobsters		-.32
Flounders		-.05
Large White Perch		.....
Sea Bass		-.06
Blue Fish		-.18
Porgies		-.06
Fresh Mackerel	each	-.30
King Fish		-.10
Weak Fish	.05	-.10
Butter Fish		-.07
Tile		-.06

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs.	.07¾
Extra fancy Muirs, 25 lbs.	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs.	.11¼
Nectarines—	
Extra choice, 25 lbs.	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs.	.15½
Lemon Peel, 10 lbs.	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs.	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs.	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs.	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs.	.30
Baker's Premium—	Per case
120 5c. pkgs.	4.40
60 5c. pkgs.	2.20
30 10c. pkgs.	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz.	.87½
Milleman's, No. 8 bottles, 2 doz.	.82½
Schramm's, large tumbler, 2 doz.	.72½
Sherbert glass, 2 doz.	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz.	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz.	.50
" Green, Blue or Violet, 1 oz.	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz.	.50
Letterine, show card ink, 2 oz., all colors.	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners.....	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz.	3.75
Case of 2 doz.	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz.	3.10
Red Seal, sifting top cans, 4 doz.	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs.	.10¼
Wooden pails, 20 and 40 lbs.	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs.	.09
Wooden pails, 20 and 40 lbs.	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs.	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz.	2.40
3-lb. pails, 1 doz.	4.25

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Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc.	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz.	1.40
" No. 19, 1 doz.	4.25
" No. 32, 1 doz.	6.50
" No. 8, 4 doz.	.90
Stuffed—	
Ring, 4 doz.	.90
Fancy, No. 15, panel bottle, 2 doz.	2.15
" No. 10, panel bottle, 2 doz.	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	29.50
½-gal. tins, 10 gal.	28.00
1-gal. tins, 10 gal.	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.75
¼-gal. tins, 10 gal.	27.50
½-gal. tins, 10 gal.	26.00
1-gal. tins, 10 gal.	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz.	1.62½
" small, 2 doz.	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz.	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz.	1.90
" 6⅞-oz. jars, 2 doz.	1.35
" 4¼-oz. jars, 2 doz.	.90
Peanutene, No. 2 jars, 2 doz.	1.85
" No. 4 jars, 3 doz.	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz.	2.30
Medium, 2 doz.	1.40
Small, 2 doz.	.90

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NUTS.

	P
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs.	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs.	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs.	
" medium	
Mixed Table Nuts, 25 lbs.	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	Per
Jumbo	1
Fancy, hand picked	1
Virginia, extra choice	1
Big Nickel.....100 cartons	4

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16
10-gal. keg, 1300s	11
5-gal. pail, 650s	5
16-gal. keg, 3600s	19
10-gal. keg, 2200s	13
5-gal. pail, 1100s	6
16-gal. keg, 5000s	21
10-gal. keg, 3000s	14
5-gal. pail, 1500s	7
16-gal. keg, 7500s	23
10-gal. keg, 4500s	15
5-gal. pail, 2250s	8
Sweet Mixed—	
16-gal. keg	13
10-gal. keg	9
5-gal. pail	4
Sour and Dill—	
45-gal. bbl., 1800s	18
32-gal. bbl., 1200s	12
16-gal. keg, 600s	6
45-gal. bbl., 2400s	19
32-gal. bbl., 1600s	13
16-gal. keg, 800s	7
5-gal. pail, 250s	2
45-gal. bbl., 3600s	21
32-gal. bbl., 2400s	14
16-gal. keg, 1200s	7
5-gal. pail, 350s	2
Chow-Chow—	
16-gal. keg	10
10-gal. keg	7
5-gal. pail	3
Sweet Pickle Relish—	
16-gal. keg	13
10-gal. keg	9
5-gal. pail	4

VINEGAR.

	Per
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white.....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs.	
" " 14–16 lbs.	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs.	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs.	
" 14–16 lbs.	
" 8–12 lbs.	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	24
Jersey Pork, butt.....per bbl.	24
" family..... "	27
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs.....per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.

SCRAPPLE.

	Per
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.
3 doz. 12-oz. cans	2.

LARD AND COMPOUNDS.

	Per
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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r Pure Lard—		
ins, 50 lbs. net weight	per lb.	.14¾
ubs, net	"	.14½
o. 10 tins	6 in crate	9.30
o. 5 tins	12 in crate	9.37
o. 3 tins	20 in crate	9.45
npound—		Per lb.
ierces and tubs, about 340 lbs		.12½
-lb. tubs		.12⅝
-lb. tin pails, 60 lbs		.09⅝
-lb. " 60 lbs		.09¾
-lb. " 60 lbs		.09⅞

DRESSED MEATS.

r Dressed Stock—		Per lb.
teers	.11	-.15
eifers	.10½	-.14
ows	.08	-.12
eal Calves	.13	-.14
xtra Calves	....	-.16
outherns and Barnyards	.10	-.12
ountry Dressed	.12	-.13
xtras	....	-.15
heep	.14	-.15
xtra Wethers	.....	-.16
ambs	.16	-.18
xtra Lambs	.20	-.22
logs	.....	-.14¼

BUTCHERS' SUNDRIES.

sb Steer Tongues	each	-.80
v Tongues	.....	-.60
f Heads, scalded	.50	-.75
etbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
f Livers	"	.25 -.30
f Kidneys	per doz.	1.25
f Livers		.10
ails	per doz.	1.20
irts, beef	per lb.	.05
ls, beef		16.00
iderloin, beef, western		.22
sh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

rkeys—		Per lb.
rozen, Young hens and toms	.34	-.36
" Old toms	.30	-.32
" Common to good	.20	-.25
resh killed	.30	-.32
ilers—		
hiladelphia, fresh killed, 2 to 4 lbs. per pair	.40	-.45
ear-by, fresh killed, 2 to 4 lbs. per pair	.40	-.43
rozen, 3 to 4 lbs. per pair	.35	-.38
asting Chicks—		
rozen, 4 to 5 lbs. each	.27	-.30
" 3 to 3½ lbs. each	.27	-.29
vls—		
resh killed, 4 to 5 lbs. each	.22	-.23
" 3 to 3½ lbs. each	.21	-.22
cocks	.17	-.18
ig Island Ducks, fresh killed	.21	-.22
iabs—		Per doz.
rime, fancy, large	5.00	-5.50
fixed	3.00	-4.00
mall and dark	2.00	-3.00

LIVE POULTRY.

ing Chicks—		Per lb.
½ to 2 lbs. each	.35	-.38
arge	.32	-.36
vls	.22	-.23
cocks	.....	- 14
cks—		
oung	.17	-.18
ld	.14	-.15
keys	.24	-.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

ies—		Per doz.
itter's, pure		.95
ruit jelly, apple flavor, 30 lbs. full weight,	per pail,	1.20
chimmel's, 8-oz. tumblers		.90
National, 16 oz., 2 doz		.90
" 3-lb. tins, net weight		2.20
serves—		Per lb.
chimmel's pure, 12-oz. jars, 2 doz.	per doz.	1.65
National, 30-lb. pails		.09¾
outhwark, 30-lb. pails		.07
ns—		
chimmel's, pure, 10-oz. jars, 2 doz		1.45
outhwark, assorted, jars, 2 doz		.95
nge Marmalade—		
lartley's imported, 4 doz		2.10
chimmel's, pure, 2 doz		1.60
nit Butters—		Per doz.
pple, Southwark, 30 lbs	per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz	per case	1.67½
" Schimmel's, 30-lb. pails	per lb.	.07
" " 3-lb. slip cover tins. 1 doz	per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz	per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz	per doz	3.25
" Mother Cook's, No. 14, 2 doz	doz.	.85
each, 30-lb. pails	per lb.	.07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.18
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nervè and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle		Per doz.
Mapleine Flavoring, ½ oz		.90
" 1 oz		1.75
" 2 oz		3.00
" 4 oz		5.25
" 8 oz		9.00
" pints		16.50
" quarts		30.00
" ½ gallons	each	5.00
" gallons	each	9.50

Sauer's Flovoring Extracts—				
	Pts.	Qts.	½ Gal.	Gal.
No. 2, Lemon				.90
No. 2, Vanilla				.90
No. 2, Rose				1.20
No. 2, assorted				.90
No. 3, Lemon				1.25
No. 3, Vanilla				1.50
No. 4, Vanilla				2.25
No. 4, Lemon				2.00
No. 2, assorted cases			per gross	10.80
Nos. 2 and 4, assorted cases			"	11.80
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.06
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.65
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Durkee's, large, 1 doz		Per case .....
" small, 2 doz. ½ pints		2.40
Schimmel's, small 2 doz	per doz.	.90
My Wife's, large, 1 doz		1.50
" small, 2 doz		.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.15

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SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3.00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9 50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marsellles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	4.05
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.70
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60

Swift & Co.—

Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.— Per box

Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾

Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

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Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00

X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	1.38
David's Liquid Glue, "	.90
" Mucilage, "	.75
" Cone General Mucilage, 2 oz., 1 doz, "	.40
Le Page's Glue, bottle, "	.75
" tube, "	.75
Royal Glue, 3 doz, "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22

New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36

Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½

Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40

Karo—	
Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60

Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per do
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per do
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per do
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	1.30
" 2 lb. "	1.55

Clothes Pins.

5 gross, per box	.6

Mops.

O. Cedar—	Per do
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15
" " small size	9.75

Discount to dealer 33⅓ per cent. 5

BRUSHES.

Scrub Brushes.

No.	Per d
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.85
5, "	.4
6, "	.9

Stove Brushes.

Wood Handles—	Per d
No. 34, fibre, strap handles	1.2

Shoe Brushes.

With Handles and Daubers—	Per d
No 0, All Mexican fibre	.9
No. 1, Prepared fibre	1.2
No. 7, All pure bristles and full	1.8
No. 16, All pure bristles, socket dauber, solid back	2.4

Wall Brushes.

	Per d
7-in. Tampico	.4
No. 8, Family	.9
No. 8, Hustler	
No. 8, A	1.7
No. 10, A	2.1

Dusting Brushes.

No.	Per d
7X, 10c. size	.9
8, Gray, patent fibre	1.5
18, All horse hair	1.9
21, " white tipped	2.2

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	.4
Newsboy	.4
Old Honesty	.4
Piper Heidsick	.7
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.3

SMOKING TOBACCO.

	Per g
Duke's Mixture	6.2
Greenback	6.0
Honest	6.4
Miners' Extra, 10c. size	11.0
Pipe Smoking, 5c. size	5.3

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.0
Sensation, ⅙ gross	6.1
Wild Rose, ⅓ gross	6.1
Omega	6.3
Union Leader	6.0
Red Man, ¼ gross	6.3

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.5
Yeast Foam, 1½ doz, "	.5

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, July 17, 1916. No. 3

More fire insurance is bought on the day *after* fires than at any other time. Are you, Mr. Business Man who is reading this now, fully covered on both stock and building? If not, where do you expect to get the difference if you burn out?

Views on Storekeeping by a General Merchant Who Does $60,000 Yearly in a Village of 300.

If You Don't Think Business Good, Read the Figures Showing How Failures Are Decreasing.

Pickings From the Question Box at a Recent Retailers' Convention.

And All the Regular Departments.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

In a Sanitary Package



The sanitary, dust-proof package has revolutionized food manufacture. The up-to-date grocer welcomes packaged foods because they are easy to handle, the turn-over is quick and the profit is certain.

Shredded Wheat

goes to the consumer in a sanitary package, and it goes to the grocer in a wooden case. It is the only breakfast cereal packed in odorless spruce wood cases, insuring cleanliness and purity. The case may be easily sold for 10 cents or 15 cents, thus adding to the grocer's profits.

Made only by

The Shredded Wheat Company
Niagara Falls, N. Y.

Say to Your Customers USE HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company
10 Chestnut Street, Philadelphia, Pa.



Give Your Transient

cash buyer a chance. Sell him a coupon book and get all his trade. Hold your credit customers in check by having them use our

Indexed Coupon Books

Let our books relieve YOU of losses—forgotten charges—disputes—95 per cent. of your bookkeeping, etc. Will get the cash—hundreds of merchants have used them for years—there's a reason. All sizes—inexpensive—f. o. b. destination. Most convenient books made.

WE HAVE SOLD MILLIONS OF THEM

WE WANT YOU FOR A CUSTOMER
FREE SAMPLES ON REQUEST. ASK FOR THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant
AND
Grocery World

Published every Monday.

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Doing $60,000 Yearly in a Village of Three Hundred

One of the Features of the Recent Advertising Convention in Philadelphia Was the Address of a Retailer Who Accomplishes This. National Advertising That Doesn't Advertise.

At the recent Philadelphia convention of the Associated Advertising Clubs, one of the hits was an address by a retail merchant named E. B. Moon, of Lakeville, Ind. He is a general storekeeper and does $60,000 in his little village of 300 people. He has sixteen departments, and his store and his methods are systematized to the last degree. His address was a most interesting description of how he built up his large business in such a small town; his views on advertised goods, window displays and many other factors in storekeeping. From a copy of it, we take the following:

The retail merchant must be a good buyer, must have a fit place in which to display and sell his goods. The store must be clean, inviting, light and cheerful; his clerks must be trained. They must know the goods and know the arts of salesmanship. They must sell the goods in the spirit of service, kindness, hospitality and mutual interest.

Advertising is the modern way of selling goods. Nationally advertised goods are a life-saver to the retailer. The farming community has been educated to it. The farmers are beginning to expect it, and yet the retail merchant who has been in business for any length of time knows practically little or nothing about writing copy; first, because he knows little or nothing about the science of salesmanship. He has the conception that advertising is selling goods at a cut price; his local competitor has the same idea. For some reason he has been educated to that belief, and has not learned that salesmanship is selling goods at a profit, and that advertising is salesmanship on paper. Is it any wonder that 22,000 such merchants failed last year?

The local retailer's personality is a factor, and yet the mail order houses, with all these handicaps, have gone right out into the country districts and sold goods right under the nose of the country merchant. Why? Through the power of advertising; salesmanship on paper, with well-prepared catalogues that display the goods attractively; with descriptions that are compelling and that answer the questions "why"—"what"—"when" and "wherefore": that have gotten the business.

Last year, in the year 1915, the wholesale business of the city of Chicago, it is said, fell off 10 per cent. The mail order business in this city increased 10 per cent. This change in distribution has affected not only the retailer, but the wholesaler. It is something in which he and the manufacturer who sells to the dealer and through the dealer are vitally interested, and it is a subject in which they shall be more vitally interested, else there will be greater slumps in the business of both of them.

So, after all this, one great big problem of selling goods to the farmer of the country communities is an advertising proposition— an advertising problem. Now, there has been much criticism that the country merchants don't do more advertising; that this is why the business is going to the mail order houses.

The truth of the matter is that all nationally advertised goods are not always advertised. Publicity advertising is not effective with farmers. It doesn't tell them anything. There is too much publicity copy and not enough of the kind that has helped the mail order business to cut into the country merchants' field. We have got to have informative copy, if we expect to cope successfully with the mail order houses. Give us selling copy —that's what we want.

A salesman for a flour company who heard that I favored advertised goods came into my store one day and asked why it was I didn't handle his line.

"I've never had any call for it," was my reply.

"Well, it's heavily advertised," he replied. "The advertising certainly ought to have made a call."

I turned to my father and asked him if he had ever had a call for the flour. "Never since I've been here, since '67," my father answered.

Nevertheless, I gave the salesman a large order, for a ton or so of this flour. I showed it to my clerks, told them about the advertising, and that I wanted them to sell this flour. Several days later I found that we hadn't sold a sack of the flour. I asked the clerks about it and they said they couldn't sell it. "Next time you have a flour customer," I said, "I think I can sell some."

Pretty soon I had my chance. A young woman came in, wife of a well-to-do neighboring farmer. I knew her as one of the best cooks around; graduate of a school of domestic science, etc. I showed her a sack of the flour and she said, "I think I have heard of that flour. What do you know about it?"

"Best on the market," I said.

"Will it make pie crust?" she said. "I'm not sure!" said I. "Good cakes?" she asked. "Guess so," I said. I called up my wife and asked her. She said she wouldn't advise my customer that it would make good pie crust or cake, but said it made the best bread and biscuits in the world. So I told the customer this. "Well," she said; "we've got a lot of extra hands just now. I've got to have a combination flour. Give me 500 pounds of the old kind."

The next customer I interviewed had never heard of the flour. I looked up one of the ads.; saw a picture of a pretty girl, a sack of flour and—"Eventually—Why not now?"

That ad. didn't tell my customer what she wanted to know about the flour. I didn't know. That's one time when a nationally advertised article was not advertised.

Then there was a white lead paint advertised with no special information attached in a farm paper. I asked a clerk to keep tabs on the inquiries. In thirty days there was no call for this paint. I then asked a competitor if he had had any calls for the goods. The competitor had—the previous year. "Did you make a sale?" I asked. The competitor didn't have it.

A competitor called one day and noticed a window display of paint. "That's a heap of paint you've got there," remarked the competitor. "You'll never sell it in a hundred years." Some weeks later he dropped in again. "Where's all that paint?" he asked. "Sold," was the reply. This is how I sell 80 per cent. of the paint in that community to his 20 per cent. I sell it to the farmer's wife; not the farmer. Early in the spring I go around with my color charts and ask the farmer's wife what color she likes for her house. Later in the spring she says to her husband, "John, we've got to have the house painted." She has her color all picked out, and I'm the only one who has that color in stock.

How Would You Like to Run a Grocery Store in Springfield, Missouri?

Read the Rules for Grocers That the Springfield Women's Clubs Have Adopted. A White Card for the Grocer Observing Them, But Not Necessarily the Clubwomen's Patronage.

From now on, if the women's clubs of Springfield, Mo., have their way, the grocery business of that city will be conducted along wholly different lines from other cities. The Springfield clubs have adopted the following rules for grocers, and propose to go about inspecting the stores. If all the rules have been observed, they will give the grocer observing them a white card:—

Every person in charge of a place where food is manufactured, kept, prepared or sold, shall be in clean, sanitary condition.

Shops must be well lighted, ventilated and free from offensive odors.

Shelves, trays, baskets or other receptacles for food must be kept clean and free from decayed matter.

All provisions must be raised eighteen inches from floor unless in glass cases.

Dogs and cats are prohibited in food stores.

There must be lavatory conveniences for use of employees.

Toilets must have outside ventilation.

Personal cleanliness must be exacted of employees, and no soiled clothing may be worn or kept in the shop.

No person afflicted with tuberculosis or other communicable disease shall be employed where he or she will come in contact with foodstuffs.

Smoking and expectorating must be prohibited and signs to that effect displayed.

All garbage must be kept in covered metal cans and removed as frequently as possible.

Shops must be closely screened and have automatic closing doors. Every reasonable effort must be employed to rid the shops of vermin, flies, roaches, gnats and other insects.

Refrigerators must be kept clean and free from odors.

Cellars must be ventilated and kept clean.

Shops must be kept in a neat and orderly condition.

Back premises must be kept clean.

All meats, fish, fruit, vegetables or other food products must not be exposed in open doors or windows and must be kept free from decaying matter.

Cut meats, fish, fowl, shellfish or prepared foods shall be kept in ventilated receptacles, which shall exclude flies and dust.

No diseased, decayed or otherwise unwholesome meat shall be offered for sale or gift.

Meat blocks, knives, saws and all meat containers shall be kept clean, and meat hooks scalded twice every week.

Floors must be kept clean; if sawdust is to be used, same must be removed daily in the downtown districts and three times a week in the suburban districts.

All meat dealers must provide at all times a supply of government inspected meat.

All prepared foods, cheese, peanut butter, hominy, cooked meats, honey, pickles, olives, sauer kraut, mince meat, bread, cakes, pies, lard, sugar, butter, figs, dates, spices, candies and mackerel or other prepared fish or unwashable foods, must be so covered to exclude dust and flies.

Proper utensils must be used in serving the above foods, using hands as little as possible.

Flour must be raised from the floor and protected from dust by covering.

Trays, cloths and other utensils used in bakeries must be kept clean and washed daily after using.

Shops must not be used for sleeping apartments.

Wagons for delivering bread must be kept clean and breadstuffs protected from dust and flies, and all bakery products must be conveyed to and from wagons in a container which excludes dust, dirt and flies. Gloves of clean canvas or similar material must be kept in wagons and used in handling bread or other bakery products.

In the knowledge of this pape no such stringent collection of rule for grocery stores has ever bee promulgated before even by Board of Health. So far as we have see the Springfield women have mad no promise to deal only with th stores obeying these rules the bes

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609
Keystone, Race 746

1845
Doesn't This Date Tell You Something?



¶ This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

WHAT this SIGN STANDS FOR!

We Give "S. H." Green Trading Stamps

IT means you have adopted the sound business policy of giving your customers a real and substantial reason for paying cash.

¶ It means your business is being pushed by a National Service which has produced results for nearly 30,000 wide-awake Dealers for the past 20 years.

¶ It instantly recommends your store to the cash paying customer who has learned the true value of "S. H." Green Stamps and what they represent in actual money saved to the family income.

¶ It means that you profit generously by a National, every-day advertising campaign which is making customers for every user of the "Sperry" Service.

¶ It means you are part of a thoroughly equipped and skilled organization, which is acknowledged to be the most effective sales-maker in the field. Write us for particulars.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

CRUBRO
CRUIKSHANK BROTHERS CO. PITTSBURGH, PA.
PURE FOODS

Make a display of
Crubro Spaghetti
in tins
deliciously cooked, with tomato sauce, and a lively seller at all seasons.

Tell your customers about
Crubro Apple Butter
deliciously spicy. A nourishing spread for children's lunch.

All Crubro Pure Food Products
made and guaranteed by
Cruikshank Bros. Co.
Pittsburgh, Pa.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

WITH THE EDITOR

National Advertising That Does Not Advertise.

There's a heap of truth in what E. B. Moon, a general storekeeper of Lakeville, Ind., says about National advertising. Mr. Moon does $60,000 a year in a village of 300, and he is some merchant. What he says is worth listening to. His criticism of National advertising is that a lot of it doesn't tell anybody anything. It hopes to make the name of a product so familiar that some time when the customer is after that particular article, and has no choice of a brand, he or she will choose this brand. Well, probably it works out that way sometimes, but isn't it better not to leave it to a simple chance? Isn't it better to send the customer to the store with a fixed intent to buy the advertised brand?

Mr. Moon once bought a big order of Gold Medal flour, merely because the salesman told him it was Nationally advertised. Some time later he had a customer for a big lot of flour right in the hollow of his hand, but he found he didn't know enough about Gold Medal flour to sell it. The salesman hadn't thought it necessary to tell him; "it is Nationally advertised," was his selling story. Mr. Moon looked up the Gold Medal flour advertising, but that left his ignorance undisturbed. "Eventually—why not now," does not contain an overplus of information either for the man who is selling flour or for the man who is buying it. So his customer decided that she would stick to the old brand.

An astonishing percentage of National advertising depends on hypnotism rather than on conviction.

Buying on Looks.

A brief item in another column says that Director Street, of the Connecticut Experiment Station, has discovered what a good many people in the trade have known for years, viz., that the appearance of canned fruits is not always an index to their real quality. This is something that every grocer ought not only to know, but to practice among his customers.

California yellow lemon cling peaches are a case in point. Naturally I have not tried every brand, but I have tried a great many—all the principal brands, perhaps—and I have never seen anything in them at all. Beautiful to look at, like a picture, but as insipid and flavorless as the picture itself would be.

Put an Eastern white peach beside these big yellow beauties. In appearance, it is not comparable with it, but in flavor, it is far ahead of the California product.

How many consumers choose the California peaches—at a much higher price—absolutely on appearance only? How many grocers have told their customers that they can get a much better peach at little more than half the price? Isn't that good business? It seems to me like splendid business. It saves the customer money, pleases him better and makes a friend of him. Such things count a lot in these days of strenuous competition when there aren't enough customers to go round.

Whose Business Would Not Improve by These Changes?

A successful general merchant who some time ago remodeled his business with a particular view to meeting mail-order competition, says he found it necessary to do five things, which he believes most other general storekeepers could do with equal advantage:—

1—Cut down the amount of his stock and increase the variety.

2—Transform his methods of advertising—put life and pep in them.

3—Issue a store paper and continuously discuss the mail-order business in it, for the purpose of showing consumers that they waste money through it instead of saving it.

4—Advertise continuously through his window.

5—Refrain from saying that "buying from me is a benefit to the town." People buy to benefit themselves, not to benefit the town.

Of course, merely following these suggestions will not alone insure success in competing with mail-order houses, but they took this particular store, which five years ago was about ready to go into bankruptcy, and put it on a paying basis. That is, these ideas plus energy and ambition, did. The last one is especially important. I have seen many merchants, struggling to keep their townspeople's money from going out of town, use the argument of local pride and loyalty. Local pride and loyalty are practically non-existent when it comes to buying merchandise. Personally I have never met a man or woman, though doubtless they exist here and there, who would sacrifice a preference and buy at home, merely because it was at home. They will buy at home as long as it suits them to and no longer.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Petty Pilfering—Commences by giving overweight in some cases, putting an orange in your pocket in other cases, and a nickle's worth of something else in still other cases. We have seen this started so often and witnessed the bitter end so many times that we must again warn thoughtless young clerks against the "very appearance of evil." It will not do to pacify your conscience by thinking that a few ounces overweight is of no account, or that an orange is nothing. Acts of this nature grow and grow until the final venture is a criminal one and the last end is disgrace. Here is a pretty good rule for a clerk's decision when tempted to do anything that might be a wee bit shady. Just imagine that the eyes of your employer are staring right at you from an unseen position. Do nothing that those eyes might not approve.

* * *

Girl Grocery Clerks.—The writer has recently added to the sales force in the grocery department two girls. It was an innovation for this particular store, and the reason for referring to the matter is to show up the good nature and tolerant spirit of our men. These men, instead of being jealous and "smart," as the saying goes, welcomed these young people, showed them the utmost courtesy and assisted them in every way. This without previous instruction or without even the knowledge that they were engaged for this work. The object was not to cut down expenses; as a matter of fact, it was increasing expense, but rather to add efficiency and tone to the department. Should you at any time have a girl work beside you in the store, show her deference, for your own sake at least, because an opposite attitude would result in branding you a back number, and for you to exhibit a spirit of jealousy would mean that you were afraid of your job, and for a man to be afraid of his job would indicate that he isn't onto his job. See it?

* * *

The Paper Bill—Is now a serious item, and you should all take it to heart. Paper that you have used for display can be easily used later for wrapping. Be careful with the bags. Study sizes. Customers, especially Saturday night customers, often call for a big brown bag. Make them bring you their bundles, and the probability is that a 14-pound square bag will be plenty large enough. Cardboard that has been used for signs can be saved and cut up for smaller signs, using the unprinted side. This applies largely to the vegetable department. Pick up every bag you see on the floor. If too dirty to use, throw in the waste paper barrel for the press. All stores now own a press.

* * *

Water.—For inside and outside, we are water advocates. For a sweet breath and a fit body, keep friends with the pitcher and the bath tub. "Sweat smell" is inexcusable. You are a dispenser of things to eat. Be consistent. Be in tune with your business. That feeling you have isn't a lazy one. You haven't got malaria. Turn on the shower.

I am a subscriber to your valuable paper for ten years or more and find it of great benefit to me in all its departments. I always take time to read it no matter how busy I am.—S. B. Klopp, Shillington, Pa.

Chance is if you threw out of stock every unknown package brand, and confined yourself to nationally advertised brands, and getting out of them all the retail business that there is in them, you would make a very substantial increase both in business and in profits. Why?

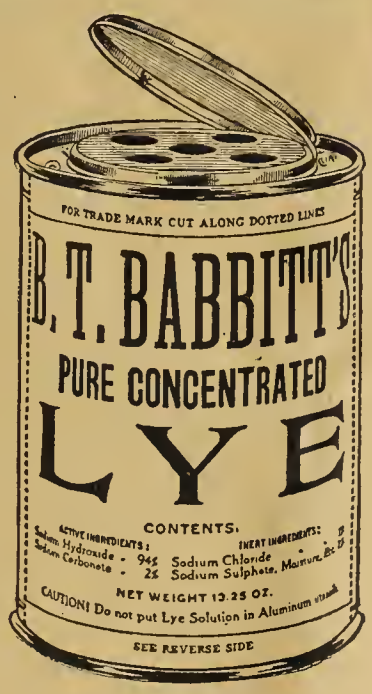
The first problem is to make people want the goods, and the second is to supply them at a profit. The merchant who specializes on nationally advertised goods gets rid of the first and can concentrate on the second. The merchant who sells unknown brands has both problems on his hands.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

BABBITT'S
PURE CONCENTRATED LYE

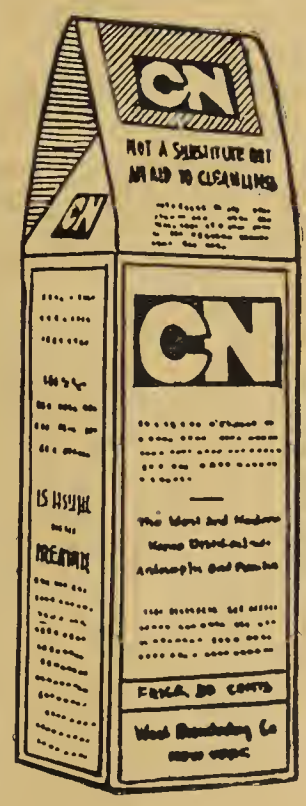
"Keeps its strength to the greatest length"



and that's why consumers know it's "The Lye to Buy." There are many uses for lye and its virtue all lies in the way it is made, just as its sale depends on the way it's advertised. We keep up its quality and strength. It is unequalled as a home soap maker, disinfectant and deodorizer. The new sifter top tin makes it handy for the consumer to use. Call your customers' attention to this new package and you have additional sales and profits. The Trade Marks are good for valuable and useful presents.

B. T. BABBITT, Inc.
NEW YORK CITY

Epidemic in Twenty States



Our factory is running day and night to meet the demands of grocers and druggists, owing to the outbreak and spread of Infantile Paralysis.

Make sure that ***you*** are ready to meet the demand for

CN

Tell your customers that cleaning house with this economical disinfectant is better and easier than using soap, and helps to ward off disease.

Send an additional order to your jobber now, and a postal card to us for placards, handbills and window display. It means big business, big profits and grateful customers.

West Disinfecting Company

HOME OFFICE

12 East Forty-second Street *New York, N. Y.*

Questions and Answers on Practical Trade Questions

Choice Pickings From the Question Box at the Recent Minnesota Retail Merchants' Convention. Mail Order Competition a Pertinent Topic.

In every mercantile convention the writer has ever attended, the most interesting feature has been the question box. The opportunities which this offers for practieal discussion are without limit.

Below appear some of the best questions and answers which eame out of the question box at the reeent Minnesota Retail Merehants' convention:—

Q. What successful stunts have been pulled off to beat the mail order houses?

A. Many experiences of retailers were told and stunts that had been pulled off to meet this competition were outlined. The general mail order question was discussed for nearly an hour, and it was conceded that in 80 or 90 per cent. of the cases merchants could meet mail order competition by not only matching the quality, but also the price and still have a fair margin of profit to do business on. Catalogue houses use certain items as leaders, and consequently merchants can use these same methods in making leaders on similar merchandise.

—

Q. What is being done to educate clerks and to increase efficiency in hired help?

A. One of the merchants present stated that they held weekly store meetings, which proved very successful—the general idea was to familiarize the clerks with the retailer's business and through this general grasping of affairs in the store he will be better enabled to handle important problems as they are presented to him.

—

Q. What is the general opinion of the retail merchant as to the quality of the goods shipped by mail order houses?

A. In some respects the goods shipped out by these people are of good quality, and other respects they are not. Grocery mail order houses are not compelled to live up to the food laws of the States, but are able, on account of interstate business, to ship foods into that State that are not up to required standards of the food department. This works a hardship on the retailer, because he at all times is compelled to handle only the highest grade goods, or those which conform strictly to the law as to quality, label, etc.

—

Q. What is the legitimate profit on flour and sugar?

A. It was generally admitted that very few merchants make any money on either one of these two staples, although perhaps more money is being made on flour than on sugar. Several merchants stated they would not handle flour if they could not make at least 25 or 29 cents per sack, which does not in any event cover the cost of doing business. In many localities local flour mills do the flour business.

—

Q. What can we afford to pay for cash business in the shape of premiums and discounts?

A. From 2 to 4 per cent., according to the manner in which the goods were being marked.

—

Q. In order to reduce stock would you advise a merchant to put on a sale by professional auction sales agents, or what is the best way?

A. As a rule professional auction sales agencies do not give satisfactory service, nor do they get desired results. If the merchant will take the same time and effort he can hold as good a special sale through his own organization as he can put on through some outside association.

—

Q. Should goods be sold for the same price on time as for cash?

A. This led to a discussion on the matter of giving cash discounts in which nearly every merchant took part. Practically every one who had tried the cash discount plan had had absolute success, and several merchants present had given this discount all the way from a few months up to several years. One merchant had given cash discount for eleven years and said that a result of this, 60 per cent. of his business was done on a cash basis, whereas only 40 per per cent. on a credit basis. Other merchants gave similar experiences as proof that the cash discount plan when properly worked is decidedly profitable.

—

Q. How many merchants are from towns which operate a co-operative delivery system?

A. There were only two or three merchants present who were located in towns of this kind, and probably the best explanation given in behalf of the co-operative delivery system was given by T. A. Gagnon, of Grafton. He said that seven merchants in his town, including five grocers and general merchants and two meat markets, had organized a co-operative delivery system, and are running four delivery rigs during the week with one additional wagon on Saturday evening.

These rigs make four deliveries a day, and as a result they are better able to give a more satisfactory service than individual delivery rigs operated by the merchants, besides this matter of service, nearly every store in addition is saving from $35 to $45 per month, and although the service is comparatively in its infancy at Grafton, it has already been demonstrated to be a great success. The charge to each individual merchant is proportioned according to the size of his business, although the scheme of making an equitable division has not yet been perfected.

If You Don't Think Business Good, Read These Figures

For a Year There Has Been a Steady Falling Off in Failures, Particularly in General Stores and Dry Goods. All Records Show Single Exceptions of Grocery Store Failures Which Increased Slightly for a Time.

The always interesting report of commereial failures for given periods is here from the R. G. Dun Co. Conditions as to failures are beeoming mueh more equalized. When the 1915 report was compared with the late months of 1914, when business had gone all to pieees, the 1915 report showed a heavy falling off beeause business had generally improved. The comparison was not altogether eonvineing beeause it compared a boom with a depression. A eomparison between 1916 and 1915 is much more valuable beeause eonditions during the two years were not materially different. If under the same eonditions failures deerease, it must be because there is a steady inerease in prosperity.

The offieial reports show the failures for the month of June, 1916, to be materially less than those of June, 1915, those of the seeond quarter of 1916 materially less than those of the same quarter of 1915, and those of the first half of 1916 materially less than those of the same period of 1915.

Some of the figures are as follows:—

General Stores—June, 1916, 97; liabilities, $1,270,963. June, 1915, 153; liabilities, $896,784.

Groeeries—June, 1916, 279; liabilities, $1,196,005. June, 1915, 281; liabilities, $977,492.

Clothing—June, 1916, 87; liabilities, $857,785. June, 1915, 153; liabilities, $1,229,743.

Dry Goods—June, 1916, 49; liabilities, $743,536. June, 1915, 99; liabilities, $1,704,823.

Shoes—June, 1916, 31; liabilities, $195,727. June, 1915, 35; liabilities, $207,513.

Hardware—June, 1916, 19; liabilities, $127,065. June, 1915, 44; liabilities, $502,747.

Thus it will be seen that although business was supposed to have been good in 1915, the failures for June, 1916, show a very substantial falling off in every line, especially in general stores and dry goods.

Coming now to the seeond quarter of 1916, the figures also show a falling off in failures in the following lines as compared with 1915: General stores, clothing, dry goods, shoes, hardware. Groeery failures increased from 856 in the seeond quarter of 1915, to 870 in the same quarter of 1916.

The failures for the first half of 1916 show a falling off of about 25 per eent. as eompared with the same period of 1915. Figures for all States are as follows:—

States.	Total 1916 — No.	Liabilities.	Total 1915 — No.	Liabilities.
NEW ENGLAND.				
Maine	121	$1,172,404	140	$740,779
New Hampshire	37	151,102	20	152,186
Vermont	26	472,922	30	383,743
Massachusetts	489	5,244,908	550	7,736,437
Connecticut	148	1,138,277	207	1,665,554
Rhode Island	80	304,982	11	1,254,802
MIDDLE ATLANTIC.				
New York	1,506	$25,908,084	2,128	$45,815,693
New Jersey	224	5,051,274	245	4,833,301
Pennsylvania	642	7,254,746	823	13,888,803
So. ATLANTIC.				
Maryland	136	$824,695	169	$1,956,390
Delaware	11	83,188	9	18,955
Dist. Columbia	23	254,982	36	594,113
Virginia	225	1,254,317	298	1,850,306
West Virginia	88	1,116,221	130	1,214,223
North Carolina	132	1,570,593	186	1,665,626
South Carolina	90	1,078,572	202	2,424,286
Georgia	225	1,944,297	449	4,634,635
Florida	186	2,209,912	312	4,545,237
So. CENTRAL.				
Kentucky	163	$835,505	210	$2,203,143
Tennessee	179	4,638,050	322	2,528,877
Alabama	182	2,787,614	296	3,186,508
Mississippi	107	1,345,440	200	1,512,757
Arkansas	119	1,141,007	220	2,399,547
Oklahoma	186	1,280,125	266	2,316,467
Louisiana	180	2,517,541	152	1,776,719
Texas	371	4,161,359	568	6,352,284
CENTRAL EAST.				
Ohio	411	$3,448,690	441	$5,933,320
Indiana	263	3,247,994	294	20,356,067
Illinois	591	7,284,197	869	11,609,408
Michigan	156	1,233,121	236	3,367,514
Wisconsin	136	1,957,851	188	2,943,180
CENTRAL WEST.				
Minnesota	185	$1,704,933	180	$2,204,905
Iowa	170	1,284,516	155	1,323,768
Missouri	279	2,381,386	386	5,649,8[illegible]
North Dakota	25	221,570	41	417,4[illegible]
South Dakota	24	314,885	32	299,795
Nebraska	77	615,392	91	1,161,893
Kansas	106	450,968	104	712,787
WESTERN.				
Montana	36	$301,037	40	$1,092,340
Idaho	37	180,892	44	275,560
Wyoming	7	25,472	10	58,32[illegible]
Colorado	63	1,315,005	68	870,32[illegible]
New Mexico	14	101 007	15	115,47[illegible]
Arizona	7	33,778	19	147,53[illegible]
Utah	43	346,477	47	212,17[illegible]
Nevada	15	160,335	11	39,44[illegible]
PACIFIC.				
Washington	202	$2,080,664	302	$5,048 2[illegible]
Oregon	185	2,476,079	212	1,885,71[illegible]
California	584	4,332,955	670	5,211,04[illegible]
UNITED STATES.				
Total	9,495	$111,241,421	12,740	$188,587,53[illegible]

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

The Grocery Markets

Tea.

The tea market is in fair condition, considering the seasonable dullness. The demand is only fair and here and there holders will make concessions. There is, however, a steady undertone to the market and no indication of any weakness to speak of. There is no surplus of tea either in the country or in prospect, and the outlook is healthy.

Coffee.

The coffee market has been slightly better during the week, although it is possible to buy all grades of Rio and Santos coffee at the same price as a week ago. Firmer feeling in Brazil appears to be the reason. Mild grades are dull and heavy, but show no change for the week. The demand for coffee is absolutely stagnant; buyers are taking stock for imperative wants only.

Sugar.

The sugar market remains about unchanged for the week. Raws have fluctuated slightly, but not materially. Refined is unchanged. A few of the local refiners who have been cutting the price, have practically gone back again to the regular figure. Consumptive demand for refined sugar shows much improvement.

Syrup and Molasses.

Glucose has advanced 10 points during the week, although this has had no effect upon compound syrup, for the demand is very light. Compound syrup remains unchanged in price. Sugar syrup and molasses are very dull, at unchanged prices.

Fish.

The mackerel situation remains unchanged. Norways on spot are so scarce as to be hardly worth quoting. Irish and shore fish are beginning to be in evidence, at prices much above normal. Demand fair. Cod, hake and haddock are seasonably out of the market. Salmon is tending upward as to pinks and reds. The demand is fairly good. Imported sardines are scarce and high. Domestic sardines show no change in price and light demand.

Canned Goods.

Tomato market is unchanged from last week, at which time an advance was reported, but the situation is slightly weaker, because the season for 1915 tomatoes is drawing to a close and buyers are shy of the market because they can buy futures at considerable less than to-day's prices for spot goods. It is said that the Government is buying tomatoes, or is about to do so. There is also a rumor that the Government intends to buy peas. The pea market is firm and needs no Government intervention to cause an advancing tendency. The packing outlook is still poor. Corn is firm also on account of the probable short pack. Apples show no change. The Government is said to be in the market for some and they may strengthen the situation, which is now very dull. California canned goods are unchanged and quiet. Small Eastern staple canned goods are in light request, at unchanged prices.

Dried Fruits.

Prunes are tending upward, although there is no quotable advance for the week. Demand is light. Almost all other dried fruits are firm and high. This includes peaches, apricots, raisins and currants. Demand is qutie light for all dried fruits.

Beans and Peas.

Pea beans are taking a slight respite this week and price on spot in a large way is from $6 to $6.15 per bushel. To come forward the quotation is around $6.50. As high as $7 has been paid in Chicago. Marrows remain unchanged at $6.50. California limas are also unchanged, as are green and Scotch peas.

Butter.

The butter market is steady and unchanged for the week, with a good consumptive demand. There is some buying for storage and the receipts are cleaned up every day. Butter is being stored this year at perhaps ½ cent above last year. The quality of the present receipts is very fine.

Eggs.

The egg market is very firm, with an advance of perhaps one cent per dozen noted on the finest grade. Owing to the prolonged heat the quality of much of the receipts is not so good as it has been. Production seems to be falling off everywhere and the market is healthy and firm, prices being about on the same basis that they do not usually reach until September.

Cheese.

The cheese market is firm and perhaps ¼ cent per pound higher for the week, owing to the speculative demand at country points. The export demand continues small, but the spot demand continues fair. Holders do not believe that prices will go very much higher. Old cheese is out of the market.

Provisions.

All provisions, lard, compound, etc., are unchanged, except barreled pork, which is 25 cents higher.

INDIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

All kinds of salt fish appear neglected by the trade, as is usual at this season of the year, only hand-to-mouth demand and prices unchanged but firm. The Newfoundland herring now arriving show the finest quality that we have ever seen.

No change in the imported sardine situation. In Norway there is some catch, but prices continue as high as

Rumford
THE WHOLESOME
BAKING POWDER

Its good name, among housewives, for perfect leavening and dependable character—and the unusual profit it gives to the grocer—makes Rumford popular.



Sell It—to give Satisfaction

Push It—to get Profit

RUMFORD CHEMICAL WORKS,
Providence, R. I.

P.65

HEEKIN
Heavy Duty Steel Cans

mean greater sales for you, because they

Protect Your Product Perfectly

Used for crackers, they retain the freshness, crispness and flavor. Size 15½ in. x 27¾ in.

For coffee they are designed to retain the aroma, flavor and goodness. Size 15½ in. x 20¾ in.

Heekin Cans are air-tight, dust-proof and moisture-proof. They have a big "second value," too.

Plain, lacquered or stenciled with attractive designs.

In order that you may see the quality, write for a sample.



The Heekin Can Co.
New Street and Sixth Avenue
CINCINNATI, OHIO

"Heekin Can Since 1901"

ever, and they are higher than the ideas of the American buyers, consequently very little business is done in Norwegian sardines. In Portugal the catch is very limited. Prices, if any, are just a little higher, owing to the scarcity of tin and high prices prevailing therefor, and high prices for all materials, including labor. In France the sardine catch has been very unimportant until now, and hardly anything has been packed for the American market. In Spain there is a little catch of sardines, but the fish run so large that no more than three-quarters could be packed to the Dingley quarter tin and prices are abnormally high; so no Spanish sardines can be imported for American sale.

STROHMEYER & ARPE CO.
New York.

Spices.

The market, while very steady, is almost wholly unchanged. The holiday of last week had a tendency to stop trading to some extent. The demand for spices now should soon begin to increase, and we look for a very good demand over the summer and fall months.

Pepper.—Is a shade firmer, but rather inactive. Prices here are lower than in any of the world's markets.

Red Peppers.—Are quiet and unchanged. Foreign prices are also higher than those ruling here.

Cloves.—While steady, are only in active demand. The demand for cloves will increase during August and September.

Pimento (Allspice).—Steady and in routine demand.

Nutmegs.—Are without any new feature to report. Prices, we believe, are safe. Any unusual demand will have a tendency to advance prices.

Mace.—While in fair inquiry, is being offered at unchanged prices.

Gingers.—Rather dull and unchanged.

Green Ginger Root.—Is in active demand. All lots arriving are quickly sold out. Higher prices probable.

Tapiocas.—Are a little firmer and in fair demand, season considered.

Seeds, Herbs, Etc.—There has been practically no changes during the week. Celery should soon begin to move in a satisfactory way. Mustard seed is in better request. Herbs are now more active and high prices are likely to prevail.

McCORMICK & CO.
Baltimore, Md.

CORRESPONDENCE.

Cups for Peanut Butter.

Reading, Pa., July 6, 1916.
To the Editor.

Dear Sir:—Can you give us the addresses of manufacturers of paper pulp cups suitable for packing peanut butter?

C. S. BOMBERGER CO.

Huff Paper Co., Denckla Building, Philadelphia, and Mono Service Co., Newark, N. J.

* * *

A Candy Manufacturer.

Youngwood, Pa., July 10, 1916.
To the Editor.

Dear Sir:—Will you please send me the name of some good candy firm. Very respectfully yours,

J. W. DOWNS.

Croft & Allen, Thirty-third and Market streets, Philadelphia.

* * *

A Credit Rating Scheme.

Elmira, N. Y., July 6, 1916.
To the Editor.

Dear Sir:—What do you know of Credit Guide Company of Pittsburgh, Pa., as per clipping inclosed?

F. W. MEDDAUGH.

The clipping is as follows:—

B. W. Stewart, a special representative of the Merchants' Mercantile Co., of Pittsburgh, is in the city to arrange for the publication of the Credit Experience Guide for 1916-17. This publication gives the rating of all people in Elmira who buy on credit of local business houses, and is a valuable guide to the business men in their collections. Attorney Charles O. Eacker, of this city, is the secretary of the local branch and has done much work in its organization on a successful basis.

We don't know this particular scheme, but we do know several others which we assume to be like it. Such a directory could be good and it could be worthless.

Appearance Don't Also Rule in Canned Fruits.

John Phillips Street, director of the Connecticut Agricultural Experiment Station, in reporting on the activities of his establishment for the year 1915, cites his conclusions from a careful inquiry into canned fruits, for the purpose of determining certain facts as to syrup, weight and proportion of solids and liquor, preliminary to establishing practical standards, in a bulletin just issued. The conclusions are valuable in detail and on the whole proved highly complimentary to the honesty of the canners. A total of 303 samples, representing 101 brands, were analyzed in the following manner: After weighing the can with its contents, the can was opened and the liquor drained from the fruit through a sieve. The drained solids and the separated liquor were then weighed and the specific gravity of the liquor portion calculated from the gravity reading by a Brix spindle. In all cases, except with cherries and sliced peaches the number of pieces of fruit was counted to determine the relative size of the fruit used. The fruit was examined as to whether it was hard or soft, and an attempt was made to determine its quality from the standpoint of taste, a matter of course depending in large part on the taster himself. "Allowing for all possible differences of judgment, however," says the report, "it was clear that some of the finest appearing fruit was quite deficient in taste and flavor, showing that when quality is to be considered, mere size and appearance are by no means the determining factor."

Waste Paper Balers
$12.00
AND UP
Buckeye Baler Company
1029 N. Main St. FINDLAY, OHIO

The Scale Hospital
Scales of All Kinds Repaired
Made Like New
Refrigerators Repaired and Moved
Store Fixtures of All Kinds
Tea and Spice Caddies Repainted Like New
DROP A CARD—PHONE Market 3854; Main 123
H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

KIRK, FOSTER & CO. WHOLESALE GROCERS
208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

WHILE THEY LAST!

With the present high prices on beans packers are withdrawing from the market, as they cannot afford to pack beans and sell at old prices. We have a good stock of our own brand we will sell while they last as follows:—

Quaker City Pork and Beans
REPRESENTING QUALITY AND QUANTITY
No. 3 Size Tins, plain - - - per dozen, $1.40
No. 3 Size Tins, tomato sauce - per dozen, $1.45

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

ROYAL BAKING POWDER

ABSOLUTELY PURE

The purity of ROYAL BAKING POWDER is unquestioned and this purity is so well known to consumers everywhere that sales are just as certain.

When you buy a stock of ROYAL BAKING POWDER you can count your profit on every can in advance, because the last can is just as sure to sell as the first one.

Contains No Alum—No Phosphate



ROYAL BAKING POWDER CO.

NEW YORK



Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Why One Customer Got Blue.

I found a customer of mine as blue as thunder the other night. I got into his store about 9 o'clock. They ain't learned out in his town that stores ought to shut up at 6 o'clock in summer time. Everybody keeps open till 10 o'clock every night but Saturday and then it's to any old time.

"How's things?" I said to him. I've known him since the time he wore a muzzle, as the saying is.

"Rotten!" he said, "I'm getting sick of this!"

"Sick of what?" I said. "I hope you don't mean the sight of me, old man."

"I didn't, but the sight of you don't help any," he said, real wicious.

"What ails you, then, got a pain?" I said. "Is it business?"

"Oh business is about as good as it ever is," he said, "it ain't ever any too rich."

"Well, if it ain't business what is it then?" I said. "Why don't you come across with it? You ain't treating me like a lady."

"Oh, I'm sick of the whole blamed thing!" he said. "Spending all my time, night and day, in this dinky little store, what do I get out of it outside of a living? I'm getting so I hate the sight of the darned place!"

"You might be a heap worse off," I said. "Take that from me. But I know what ails you and if you'll cross your heart not to kick me, I'll tell you."

"Oh I don't want to hear any of your infernal jokes," he said.

" 'Tain't a joke at all," I said, and he saw right away that I was dead earnest. When I get dead earnest my face gits real handsome—sort of like a good honest fire, as it were.

I did know what ailed him, and I knew I knew it. It's funny, but seems as if I could always pick the holes in things.

My wife handed me an awful smack the other day. I had just got through telling her some things for her own good.

"I don't understand it," she said, "you can always see everybody's faults but your own."

I thought up several good comebacks for that later that afternoon, but I always try to be a gent in my own family, so I didn't make any come-back just then. I have my own idea why I can't see any faults in myself, but I ain't going to tell what it is, though it'll be known what it is after I'm dead.

But to get back, I said to my old friend:—

"Well, d'ye want me to tell you what ails you or not?"

"Go ahead, I can't stop you, nobody can," he said, real gloomy. Mind you, I was already doing him good, just by giving him the chance to let out on somebody.

"All right, you come here with me," and I started to lead him out the door across the street.

"Oh, go on!" he said, "I don't want a drink."

"Now you shut up!" I said, "I ain't asking you to drink, am I? You do what I tell you!"

I led him across the street and then turned him around sharp and pointed back at his store.

"Look at your store from here," I said. "Size it up real good. In a minute you'll tumble to what ails you."

"What's the matter with it?" he said, "I don't see anything wrong with it."

"Well you look at it for five good minutes and don't say a word," I said, "if you don't wake up by that time I'll let you in."

He did it, but he didn't see anything.

"I don't know what you mean," he said. "It's the same store it's always been, as far as I can see. Hurry up, if you've got anything to say, it's raining."

"Ain't it a peach of a place?" I said. "Look at it, man! It's about as light and cheery as a coal bin. You can't hardly tell that it has any light in it! Look at the windows—ain't they great? Honest, from here I can't see anything in 'em at all except that Lowney sign. Great temptation, that outfit has, for anybody to go inside! No blamed wonder *you're* getting sick of it. Gee whiz, it would give me the willies to be in it more than half an hour at a time!"

"Aw!" he said.

"Good quick answer," I said. "Take a look up and down the street. Your store looks like a dark spot. There's ten times the light in the drug store over there, and *twenty times* as much in that five-and-ten."

He led the way back and we went in the store again.

"There's another thing that's wrong," I said. "That fierce red paint. Don't you know that eats up all the light? Who in thunder ever let you put paint that color on a *store?*"

"It was my idea," he said, "I like it."

"It's fine!" I said. "It's all right for an undertaker's place—great! But it ain't the color for you—and look at that ceiling, all rotten dirty where that leak was! By hickey! You're sure a particular bloke—a peach on having things nice all right."

"I've stood about enough from you," he said.

"All right, go ahead and kick me and break your promise," I said. "But gimme me order and kick me afterward."

"But joking aside, old man, don't what I say go with you at all?" I said.

"I don't know," he said, "maybe there's something in it. I'll think it over."

He will think it over, too, and if he don't do what he ought to I'll go at him again. Why he can change that whole place with a mighty little money. What he ought to do is to put some good light paint on his walls and then get a lot of new lights. When he does that, I know what else'll happen. There'll be so much light in there, it'll show up everything else that's wrong, and he'll have to fix up the whole store. He can afford it; it's good enough for him. When he gets through, he'll probably rather spend his time in his store than anywhere else. So will his customers, take it from me.

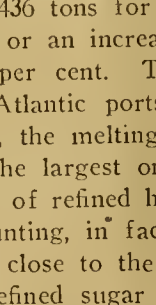
THE STROLLER.

Half Year's Sugar Consumption and Exports as Compared With Last.

The consumption of sugar in the United States for the first six months of this year was 2,137,733 tons, against 2,108,436 tons for the same period last year, or an increase of 29,297 tons, or 1.39 per cent. The total business of the Atlantic ports refiners has been large, the meltings for the period being the largest on record, but the exports of refined have been even larger, amounting, in fact, to 336,526 tons, or very close to the total of 386,951 tons of refined sugar which were exported during the entire year of 1915. Last year only 71,718 tons were exported during the first half, the big export refined business occurring in the latter half of the year. This year has been just the reverse, the export business being heavy during the first part, and indications point to a diminished demand during the latter part in consequence of the expected arrival of white Java sugars in England and France.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.



Knox Gelatine No. 1 Helps Sell Knox Gelatine No. 3

You can easily make new sales to old customers if you will speak about our No. 3 Acidulated Gelatine to women who have been buying our No. 1 Sparkling Gelatine, because, the No. 3 package contains an envelope of lemon flavor which saves customers the bother of using lemons.

KNOX GELATINE is the biggest selling gelatine in the United States. You can easily make it the biggest selling gelatine in your store and you make a splendid profit on it, so the extra effort will be well repaid. We'll help you with window displays and recipe booklets and other store helps if you'll let us know your requirements.

"THE BIGGEST SELLING GELATINE IN THE UNITED STATES"

New, attractive display advertising matter that is sure to increase sales will be furnished free on request. Write us

CHARLES B. KNOX COMPANY, Inc. : Johnstown, New York



SUGAR POINTS

"Guaranteed" NUMBER 4

We guarantee FRANKLIN CARTON SUGAR to be full weight and made from sugar cane. Its reputation as the Standard of Purity and Quality, and its great popularity are all additional guarantees to you that Franklin Carton Sugar will please your customers and is the best sugar for you to handle. The ready-weighed sealed cartons save you time and trouble and prevent loss by overweight.

Cartons hold 1, 2 and 5 lbs., according to grade
Original containers hold 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING CO., PHILADELPHIA



372.—Who to Make Claim on, When Goods Are Damaged or Lost on a Railroad Route Composed of More Than One Road.

Although the scope of these articles has become rather wide, I believe I have never before touched on this subject:—

Pittsburgh, Pa.

Please tell me what railroad is responsible for my loss in the case I am about to submit. I shipped some goods from Philadelphia to Hauto, a point in Carbon County, Pa. I shipped over the Philadelphia and Reading Railroad, and that was the only railroad I knew in the whole transaction. The goods were shipped to Allentown over the lines of the Philadelphia and Reading, and then changed to the Central Railroad of New Jersey, over whose lines they went from Allentown to the Mauch Chunk transfer station, leaving there for Hauto, still over the lines of the Central of New Jersey.

When the goods arrived in Hauto the customer refused to receive them, saying they were practically worthless, and I believe that they were. It is therefore necessary to make a claim on some road, and there seems to be considerable difference of opinion as to which road to bring it against. I did not deal with the Central at all, and therefore I cannot see how I can bring any claim against them. They did no work for me; as I see it, they were working for the Philadelphia and Reading. In other words, the Reading was the general contractor and the Central the sub-contractor. I dealt with the Reading and I have a right to hold it responsible for anything that happens. If it is compelled to pay damages to me on account of the fault of the Central, let it collect from the Central.

Please let us have the law on this subject.

E. McMillan & Bro.

I do not know why this subject has eluded me so long, for it is certainly pertinent. Undoubtedly the largest percentage of shipments, to inland points especially, have to pass over more than one road. If they are lost or damaged, the question at once arises, against what company shall the complaint be brought? If the shipment starts over the Pennsylvania for instance, but the damage occurs, not on the Pennsylvania lines, but on some other line to which the Pennsylvania has turned over the shipment, can the claim be made against the Pennsylvania or must it be brought against the other line?

The law says it must be brought against the branch line on which the goods were lost or damaged.

In this correspondent's bill of lading, and in all general bills of lading used to-day, will be found the following, which was invented by the railroads to cover this precise situation. After agreeing to deliver the goods to their destination, the bill of lading goes on:—

> If on its road, otherwise to deliver to another carrier on the route to said destination. It is mutually agreed as to each carrier of said property, over all or any portion of said route to destination, and as to each party at any time interested in in all or any of said property, that every service to be performed hereunder shall be subject to all the conditions, whether printed or written herein contained (including conditions on back hereof), and which agreed to by the shipper and accepted for himself and his assigns.
>
> Sec. 2. In issuing this bill of lading, this company agrees to transport only over its own line, and except as otherwise provided by law act only as agent with respect to the portion of the route beyond its own line. No carrier shall be liable for loss, damage or injury not occurring on its own road or its portion of the through route, nor after said property has been delivered to the next carrier, except as such liability is or may be imposed by law, but nothing contained in this bill of lading shall be deemed to exempt the intitial carrier from any such liability so imposed.

This, being interpreted, means that a railroad company will accept a shipment for delivery to points beyond its own line, but that it will not be responsible for anything happening anywhere except on its own line. It will carry to the end of its own line, and will there deliver to the next line, but in delivering to the next line it acts merely as the shipper's agent, and if the next line to which it delivers doesn't treat your goods right, you can make your claim against it.

This is the law in every State which does not have a special statute on the subject, as thus cited in a leading case:—

> The mere acceptance by a carrier of goods for transportation beyond its own line is not sufficient to create by implication a contract to carry over the entire route. There must be an express contract to do so. The recognized rule in the United States and the courts of most of the other States is that, in the absence of a special contract, the initial carrier accepting goods for transportation beyond its own line performs its whole duty by transporting the goods to the extent of its own route and delivering them to the next connecting carrier, and is liable as a carrier only over its own road for losses or injuries or failure to deliver in good order to the next carrier and is a forwarder from the terminus of its own line, and a contract will not be implied on the part of the initial carrier to carry goods or provide for their carriage beyond the terminus of its road.

Of course a railroad can make a contract with the shipper, *if it wants to,* by which it will be responsible for a shipment until it reaches its destination, but it is hard to imagine a railroad wanting to. I know of no railroads who do, as all of them put the above provision in their bills of lading so as to specifically avoid such liability. As a matter of fact, they did not need to do that, for the law absolved them anyway. Even when the bill of lading was silent on the subject, a railroad, under the settled law, would not be responsible for loss or damage to goods not happening on its line.

How can a shipper know on what part of a route his goods were lost or damaged? He cannot know absolutely but he can usually find out. Suppose, for instance, he ships over a route composed of three branch lines. The goods are all right when shipped, but when they arrive at their destination, they are half gone, or smashed. Obviously a claim will lie against somebody, and the law says it must be brought against that one of the three lines which mishandled the goods and caused the damage. How is a shipper to know which company to go after? He can ask the first company—the company with which he dealt—to give him the names of the other branch lines that made up the route, and he can ask each one for a report of the condition of the goods when it received them and when it turned them over to the next branch line. Sometimes he can get this information, sometimes not. If he can get it, and if it fixes the responsibility, he will then know who to proceed against.

If he cannot get it, he can take advantage of another legal principle which is also well settled, and that is that where a situation like this arises, the presumption is that the damage occurred on the last branch road. He can therefore make his claim against that road which in order to escape, must show that the loss occurred somewhere else. If it can show that, the shipper then has full information on which to proceed against the right defendant.

(*Copyright, July, 1916, by Elton J. Buckley.*)

Note.—Requests for information in this department should tersely set out in full all the facts bearing on the case and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Don't Forget These When Making Up Costs.

A writer on business topics gives the following list of items which he says merchants fail to take into account in making up their estimate of cost of doing business:—

Depreciation on fixtures and equipment, which sooner or later have to be replaced, and rental charges on all buildings owned and used in the business.

Depreciation on stock which is carried over from one year to another, losses in value through newer and better goods being put on the market or reductions in price on the part of the manufacturers.

Failure to charge against costs a definite salary for the merchant himself and interest on the amount of money invested in business.

Depreciation on damaged goods.

These costs should also include a certain percentage for possible bad debts; allowances made to customers who claim the goods were damaged; imperfections in goods which were not noticed when received; charges for services of any member of the merchant's family who helps out, but is not on the pay roll.

Attention, All Retailers Who Believe in Co-operative Work!

Those who have been wondering what the United Grocers' Corporation has been doing for the last few months, will be interested to know that we have been getting ready to open several Pennsylvania and New York branch houses.

The first of the new series will open in Wilkes-Barre, Pa., about August 15th. Read this from the Wilkes-Barre "Times-Leader" of June 29, 1916:

This is only the beginning. Messrs. C. C. Truax & Co., of Toledo, Ohio, our agents, have bought three of the best located wholesale grocery plants in Pennsylvania and New York State, which will be turned over to this Corporation in the very near future. These also will be conducted as branches of the parent company.

The United Grocers' Corporation is going to be about the biggest thing in this country in the co-operative grocery field. It is doing, and will continue to do, for hundreds of retailers what they could not possibly do for themselves.

Send for our book.

United Grocers' Corporation

Toledo, Ohio

United Grocers to Open a Plant in Wilkes-Barre

So. Penn'a Ave. Site is Secured and Firm Will Start Business August 15th

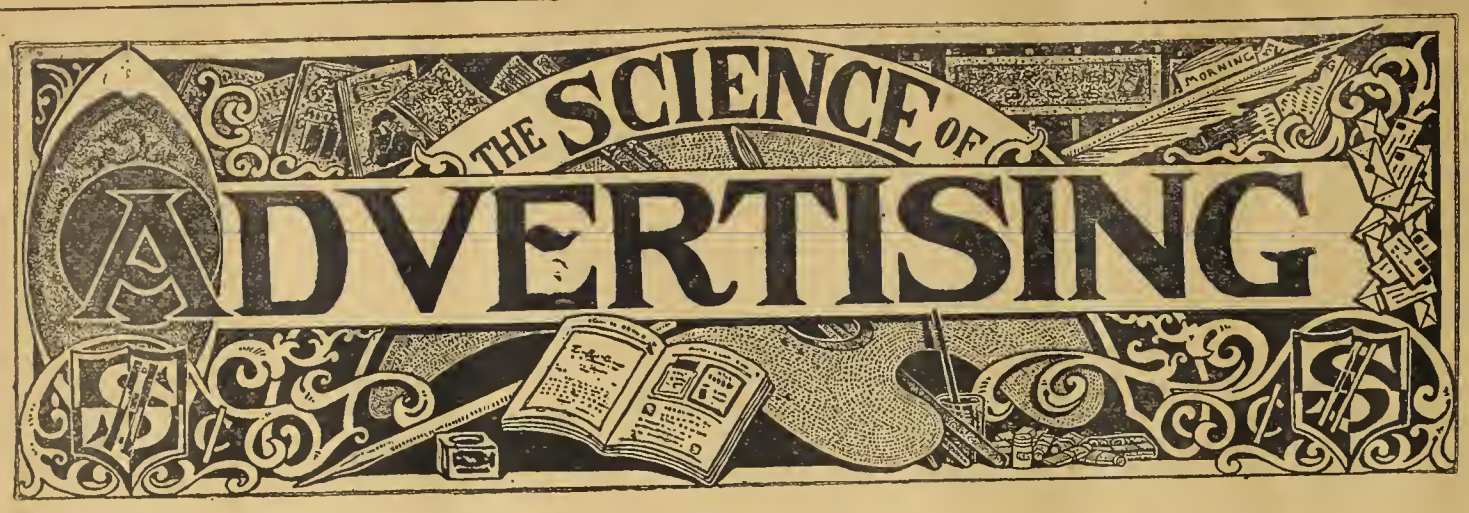
MANAGER IS APPOINTED

B. M. Ayres, of This City, to be in Charge of New Establishment of Wholesalers

Wilkes-Barre is to have one of the branch wholesale houses and plants of the United Grocers Corporation, of Toledo, Ohio, under the supervision and management of B. M. Ayers, formerly of the firm of J. E. Patterson & Co., of this city. The corporation has acquired the valuable Wilkes-Barre Hotel property, 54 South Pennsylvania avenue. Contracts and arrangements already have been made for extensive improvements with Schmitt & Co., which will be completed within thirty days.

The Wilkes-Barre plant will be thoroughly equipped with all modern conveniences for packing and handling the corporation's large and extensive line of food merchandise and will handle the business in the northeastern part of the State. The corporation will carry in stock in its Wilkes-Barre plant, in addition to its own products, a full and complete line of staple grocery merchandise. The corporation has its headquarters at Toledo, with its central manufacturing, central buying and central distributing plants, which enables it to serve its various branch houses.

It is a company built along economical lines of distribution of its products with retail grocery merchants as stockholders and has at the present time considerably more than three hundred (300) merchant stockholders to be served from its Wilkes-Barre plant. C. C. Truax, vice-president, and C. B. McConahy, general manager of the corporation, have been spending several days in Wilkes-Barre completing negotiations for the opening of its plant. The corporation looks forward to this plant enjoying from two million to three million dollars of business a year from its stockholder merchants in this section. Formal opening of its plant will be held Tuesday, August 15th, by the corporation's officials, at which time the meeting will be known as a Jubilee Day of its merchant members of this section to start off its plant and give its members an opportunity to see it in complete operation.



Youngwood, Pa., June 22, 1916.
Editor "Science of Advertising."

Dear Sir:—How is this ad. as an advertising medium?

We have a town with a population of about 2,500. Have one A. & P. store. I have a good location. Am not cutting prices on dry goods and notions.

Yours truly,
W. E. BAKER.

Mr. Baker sends a circular 9½ x 12½ inches, printed in black. Here is a reduced reproduction of it:—

GROCERIES
AT
REDUCED PRICES

On and after Saturday, June 24, the following prices will prevail at this store, which shows that you can always save money by dealing with

W. E. BAKER

Depot Street, Youngwood, Pa.

Below is just a partial list of bargains. Other goods at correspondingly low prices.

10 lb Lake Herring Fish	65¢	Gal Mantles	8¢
Lake Herring	8¢ lb.	Milk	4¢ and 9¢ per can
Navy Beans	9¢ lb.	Heinz Baked Beans	5¢, 9¢, 13¢ per can
Lima Beans	8¢ lb.	10c Olives	8¢
Kellogg's Corn Flake	9¢	10c Chopped Olives	7¢
Jersey Corn Flake	9¢ and 12¢	25c Olives	20¢
Pepper	9¢ pkg.	Mustard	9¢ Glass
Lenox Soap, 7 cakes for	25¢	10c Pkg. Cream of Rice	7¢
Swift's Borax Soap	25¢	Sunbrite Cleanser	4¢, 3 for 10¢
Toilet Soap	4¢ cake	Heinz 15c Catsup	12¢
Jap Rose Soap	8⅓¢ cake	10c Catsup	9¢
Matches	4¢ box, 3 for 10¢	Corn	8¢ can
Mapleine	9¢ pkg.	Peas	8⅓¢ can
Maccaroni	8¢ and 9¢ pkg.	Campbell's Soup	8⅓¢ can
Ward's Bread	7¢ loaf	Oil Sardines	4¢
Youngwood Bread	5¢ and 9¢ loaf	Mustard Sardines	9¢
Loose Coffee	14¢ and 18¢ lb.	Uneda Biscuits	4¢ pkg.
Admiral Coffee	27¢ lb.	Lemon Snaps	4¢ pkg.
Halco Coffee	28¢ lb.	Zu Zu Snaps	4¢ pkg.
		Soda Crackers	8¢ lb.

Goods will be delivered by wagon one day a week---Saturday only.

If Mr. Baker wished to show that he could sell goods at cost and still remain in business, he has come pretty close to doing it in this circular. There is almost no profit in it anywhere. I notice Campbell's soup priced at 8⅓ cents, presumably as the result of the A. & P. Tea Co.'s cut to 8 cents, which has been under discussion in the last few weeks. I suppose 8⅓ cents means 9 cents for a single can. Only when buying three cans can the buyer really buy at 8⅓ cents. I have no doubt that buyers notice that the same as I do, and therefore much of the force of the bargain is gone. But even if the buyer takes the single can at 9 cents, there is no profit in the sale.

* * *

I suppose the keynote to this slaughter of groceries is in Mr. Baker's final statement that he is not cutting prices of dry goods or notions. He uses groceries as a bait to sell dry goods and notions. The idea is all right, if it works. In many general stores, however, groceries are the main line, and dry goods and notions the small line. I hope he isn't sacrificing the big end of his business to help the small end. I don't know what his system is, but it seems to me a good idea to make each hand help the other. For instance, just now the grocery end is helping dry goods and notions. Another time I should let dry goods help groceries. Have a special sale of dry goods and notions and sell groceries for just as near full prices as you can during that time.

* * *

If I were Mr. Baker, I shouldn't have advertised in such a way as to make people think these were permanent prices he was quoting. I should have said "these prices will prevail until further notice," or something like that. There is a great deal more urge to a temporary cut price than to a permanent cut price, and Mr. Baker might easily find after a little while that he didn't want or need to go on selling at the prices he quotes here.

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NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

AMONG THE TRADE.

The widow of James H. Huston, well-known sugar broker, has begun suit against Truman Palmer and Edward Liebe, her deceased husband's partners, to recover compensation for the use of the Huston name in connection with the corporation J. H. Huston Co., recently organized by Messrs. Palmer and Liebe.

—

Mr. James A. McCaffrey, a member of the well-known McCaffrey family of grocers, of 4009 Market street, is in the Engineer Corps of the National Guards.

—

Friends of George Nowland, retiring salesmanager of Fels & Co., gave him a dinner at the Bellevue-Stratford on Wednesday evening last. The committee consisted of Thomas Martindale, chairman; R. H. Durbin, Rowe Stewart, Charles C. Green, Robert Stewart, George W. Burnham, A. C. Unger, J. M. Frazier, Charles W. Miller, E. W. Tallman and W. H. Rohr.

—

The Grocers' and Importers' Exchange has started a movement to constitute Philadelphia a concentration point for food products from Pennsylvania, New Jersey, Maryland and Delaware. The purpose is to make it easier for the Government to get supplies to the troops in the field.



That Novelty in
Mapleine Flavoring

not found in any other flavor. Ha more uses than other flavors-- used for ice cream, in cakes, i icings, in candies, etc.

Your Customers Will Be Please

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

The Only Retailer Who Is Getting the Full Benefit

Nothing that an organized body of businessmen has ever done has accomplished more for the people affected by it than the plan of the American Specialty Manufacturers' Association to stamp the specialty orders gotten for its members' goods, *and guarantee them to the jobber.*

With the help of the retailers, which has been freely and generously given—although the retailer benefitted as much as anybody by the reform—this has made a specialty order mean something to everybody. Before it often meant little or nothing.

Of course, the only retailers that are getting the full benefit of this reform are those who have made it a rule to sign no specialty orders which do not bear one of the above stamps.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY Co.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Offer No. 134.

We have for sale one 120-account system. It is a Standard Account System, manufactured by the American Sales Book Co. Cost $25, will sell for $5.

C. W. RETTEW,
Fifth and Locust Sts., Lebanon, Pa

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

Dayton Moneyweight Scales

S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager



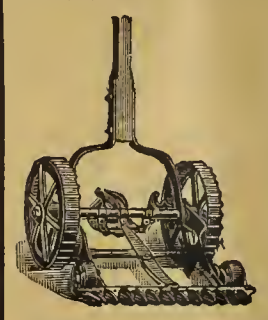
Can We Make You a Window Display?

¶ 200 posters, 100 painted walls, 100 painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O,** the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower hed knife is crucible lip steel and fastened to floating knife bed. This bed knife har rests on tie rod that holds the hack ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Clerk in grocery and general merchandise store, 18 to 25 years; must come recommended and not afraid of work; wages right. Address G. E., care Grocery World Publication Co., 927 Arch St., Philadelphia. 4

WANTED.—A general stores salesman who is at present employed and has held this same position for at least two years. Salary $800 to $900 per year, according to previous experience and record. Address C. E. Engel & Co., Union Bridge, Md. 7

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia; Pa. 12tf

FOR SALE OR RENT

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

FIXTURES.

FOR SALE.—One No. 11 McCray showcase refrigerator; cost $125. Also one American Slicing Machine; cost $255. Both nearly new; make offer. Address Fisher, 535 W. York St., Philadelphia. 5

STORES.

FOR SALE.—First-class general grocery store, very best location, doing a business of $12,000 a month; more can be done. Only those meaning business and have the cash need apply. Building contains meat market and is large enough to accommodate four families. Three-room cottage adjoins. Also have one five-passenger Abbott-Detroit touring car, 1916 model, forty-five horsepower, self starter; easy on tires; averaging twenty miles per gallon gasoline on rough country roads. Address Frank Horvath, Wyano, Pa., Box 98; Bell phone 115-R 14, Youngwood, Pa. 10

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—Established mercantile corporation, $10,000.00 capital, doing cash and credit business, all credit business secured with good collateral, big profits, new, up-to-date store fixtures, stock A No. 1, located in one of the oldest towns in South Carolina and in best farming sections of State. Best store building and best location in town. Prefer selling outright, but would sell half and give purchaser management of business. This is your opportunity. Owners have other interests and wish to engage in other business. If interested, address Corporation, care Grocery World Publication Co., 927 Arch St., Philadelphia. tf

FOR SALE.—Grocery and meat store, doing a very large cash business. Will sell fixtures to a quick buyer for $1,250, stock at inventory. Property can be bought for $6,000; seven rooms, bath and all conveniences. Address N. W. corner Park Ave. and York St., Philadelphia. 12

FOR SALE.—$1,400 will buy stock and fixtures of fine grocery and provision store in a fine residential section of Philadelphia; doing $400 to $500 weekly; a rare bargain; seller has other business which demands his time. Address W. S., care Grocery World Publication Co., 927 Arch St., Philadelphia. 5

FOR SALE.—A good, established general merchandise store in a growing town 2½ miles from Coatesville. A $9,000 business on a small stock, at inventory about $2,000. A pleasant house, rent very reasonable. Other business cause for closing out. Address J. W. McElhaney, Pomeroy, Pa. 5

FOR SALE.—General store, with dwelling, stock and fixtures, at appraisement. Established thirty-five years. Wishing to retire. Only those meaning business need apply. Address Post Office Box 43, North Wales, Pa. 3

FOR SALE.—Six-room house and grocery store, located in Carrick (Pittsburgh), Pa.; grocery established for fifteen years, oldest established business in Carrick; invoices $2,500; house is six rooms, all modern conveniences (bath, electric light, gas, outside buildings, including stable). Will sell for $10,000, part cash, balance to suit buyer. Retiring from business reason for selling. Address Jos. Englert, 443 Spencer St., Mt. Oliver P. O., Carrick, Pa. 10

MISCELLANEOUS.

QUALITY PRINTING—For merchants. Get particulars. Cut-Rate Printers, Richland, Lebanon County, Pa. 3

FOR SALE.—11-12 doz. Crane's Kidney Pills; 1 doz. Cold Tablets; 1 doz. Liver Pills; 1 Enterprise Coffee Mill, No. 9; 1 Troemner 16-lb. Scale. Will sell cheap. Address K. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 4

COLLECTIONS

SQUARE DEAL ON COLLECTIONS.—No collection, no charge. No advance fees or grafting expenses of any nature whatever. Strictly commission—if we fail to collect your accounts we lose, not you. Send postal for information. Address the Standard Mercantile Service, North Diamond Station, Pittsburgh, Pa. 2

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JULY 17, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Paper	9
Eggs	12
Flour	13
Provisions	20

DECLINES.

Live Poultry	21

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90

Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz. .90

Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin 1.55

Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin 2.35

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and Indla, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Plnk	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans ree	45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polisb	82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	23½
Mocba Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.16¾
Santos, extra fancy	17½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" imp., ½ gross	"	2.15
Floto's, improved, ½ gross	"	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per lb. .36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

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BUTTER.

Tub Butter—	Per lb.
Creamery specials	.32
" extra, 60-lb. tubs	.31
" first, "	.30
" second, "	.29
" third, "	.35
" dairy, extra, bakers' use, 30-60 lbs	24-.28
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-.33
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.36
Awltru	.34
Honebe	.32
Star or S. D., 1 lb., 20-50 lb. bozes	.35
B. B., E. D., 20-50 lb. boxes	.34
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.33
Sheaf ("400"), Elgin, 20-50 lb. boxes	.32
Sheaf	31
White Rock	.36

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs	.10¼
" 16s, 30 lbs	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07⅜
Searchlight, hotel, 16s, 30 lbs	.06½
Peerless, hotel, 16s, 30 lbs	.09½
Bright Light, 16s, 30 sets to box per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.85
Quarts	5.30
Pints	4 95
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.00
Jelly glasses, fluted, bbls. 24 doz. per doz.	.17

CATSUP.

Snlder's—	Per doz.
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.90
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

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CANNED GOODS.

Baked Beans—	
Ritter's	.95
B. & M., No. 2	.95
Campbell's, 16 oz., tomato sauce or Boston style per case	1.90
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.35
Vitcory, No. 1	.50
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Lima Beans—	
Standard, New Jersey, No 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
String Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York, No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
Red Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.80
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.75
Peas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.75
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.75
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
Beets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
Succotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	1.05
Sour Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.50
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.15
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz	
" No. ½, flat, 4 doz	
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " bigh ovai, 100s	
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15.00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " bigh oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	18.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival hrand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½2, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ¼	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups—Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ¼-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ½s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ½-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box.....per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case.....	.30
Bensdorp's Royal Dutch Cocoa—	
12 lbs. in box. Per can.	Per
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-oz. oval cans, 3 doz. in box ..... .18⅛	2.20
½-lb. round cans..... .29	3.48
1-lb. round cans..... .57	6.84
60 lbs. in case. Per can.	Perl
5-lb. round cans..... 2.50	.50
Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case.....	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case.....	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tln
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes.....	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes.....	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls.....	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons.....	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1 32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle.....	.65
20x30, "	1.40
24x36, "	1.80
Butter, Parchment—	Per pkg.
9x12, 1000 sheets.....	1.18
Tollet—	Per case
Extra quality, 100 rolls.....	7.25
Good " 200 "	6.25
Butter, Wax—	Per pkg
9x12, about 480 sheets.....	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.63	.52
½ "	10M	.76	.63
1 "	8M	1.01	.83
2 "	6M	1.32	1.09
3 "	5M	1.58	1.30
4 "	4M	1.96	1.61
5 "	3M	2.27	1.87
6 "	3M	2.77	2.28
8 "	2M	3.22	2.65
10 "	2M	3.66	3.00
12 "	2M	4.28	3.53
14 "	1M	5.42	4.47
16 "	1M	5.80	4.78
20 "	1M	6 50	.....
25 "	1M	7.18	.....

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl.....	.55
24½ lbs., ⅛ bbl.....	1.03
49 lbs., ¼ bbl.....	1.87

No. 2, Manilla, light weight—	Per lb.
22 in. rolls.....	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾

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Silk Fibre, No. 1—	
9 in. rolls.....	.05
12 "	.05
15 "	.05
28 "	.05
20 "	.05
24 "	.05
30 "	.05
Paper Towels—	
25 rolls, 150 towels each, with holder and basket.....per case	4.50
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.60
" 2 doz.....	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz.....	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass.....	2.10
Peninsular, 4 doz.....	5.00
Star, 4 doz.....	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	4.00
" " small, 6 doz	3.00
" " family size.....	3.65
Silver Cow, small, 6 doz.....	3.00
St. Charles, small, 6 doz.....	3.00
" tall.....	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz.....	3 00

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby) .	3.00
Gold (Tall) ..	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer.....	.14
Coconut Gem.....	.14
Fruit Cookies.....	.12
Ginger Wafer.....	.10
Graham Wafers.....	.12
Grandma Cookies.....	.12
Honey Jumbles, XX.....	.12
Iced Honey Jumbles.....	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms.....	.13
Raisin Cookies.....	.12
Saltines	.13
Spiced Wafers.....	.10
Sugar Cookies.....	.12
Water Crackers.....	.09
7-lb. tin pails—	
Arrowroot Biscuit.....	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons.....	.20
" Butters	.18
Cocoanut Macaroon.	.20
Fancy Jumbles.....	.20
Lemon Sundaez.....	.18
Sweet Marie.....	.18
	7-lb. Tin Pails
Chocoroon.....	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large.....	1.00
" small.....	.50
Gingerettes.....	1.00
Gold Medal Soda, small.....	.50
" " large	1.00
Graham Wafers.....	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09½
Oyster Crackers.....	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per doz.	1.40
" " with horseradish.... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish.... "	.....

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Wein Senf, bbls .....per gal.	.....
" 2-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sliting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, ... less	.....
Sap Sago, 3 to lb.....cask, per lb.	.....
" " .....less than cask, "	.....
Roquefort.....12 in case, "	.....
" .....less than case, "	.....
Parmesan, about 30 lbs.....loaf, "	.....
" .....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" in tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	3.00
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 2.....loaf	.....
" " .....less than loaf	.....
" square loaves, No. 1, about 25 lbs. each.....per lb.	23
Limburger, No. 2.....box and ½ box	19
" " .....less than ½ box	20
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	.22
English Dairy..... "	.24
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45
	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box.....	.95
Star Cream or Phila., 12 in box.....	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight.....per lb.		.....
Weiner Wurstel, 16 in tin.....per doz.		.....
" 8 in tin..... "		.....
Imported Cervelat Sausage, Rolff's.....per lb.		.....
Imported Frankfurters.....per doz.		.....
Goose Breast, imported, marked weight, per lb.		.....
Pate de fois Gras, small.....per doz.		3.00
American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.).....	.29	.30
" (Diamond S.).....	.28	.29
" Peutonic.....	.24	.25
" Gothaer.....	.33	.34
Salami (Circle S.).....	.29	.....
" (Diamond S.).....	.28	.....
" (G. A. P.)	.....	.....
Landjager, short.....per lb.		.35
" long..... "		.....
Mortadella, dry..... "		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		2.40
Tongue Sausage.....per lb.		.22
Smoked Braunschweiger Liver Sausage "		.20
Lacbs Ham..... "		.43
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut.....per doz.		1.00
Lebanon Beef Balogna.....per lb.		.22
Paprika Speck..... "		.18
Mettwurst, half round..... "		.25
Liver Sausage (special), truffle, goose or sardellen .....per lb.		.35
Smoked Thuringer Blutwurst..... "		.....
" Pfefferwurst..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.05
" 5-gal. kegs.....per keg	2.25
Russian Sardines..... "	.....
" 5-lb. pails.....per pail	.75
" 20-lb. pails..... "	1.45
Beef Salad, in glass.....	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots.....per keg	1.25
Milkers, Y. M .....per keg	.....
Mixed, standard, bbls.....	.....
" ½ bbls	.....
Milkers, standard, bbls.....	.....
" ½ bbls.....	.....
Scotland—	
Mixed, large, fulls, bbls.....	.....
" " ½ bbls.....	14.50
Milkers, " bbls.....	.....
" " ½ bbls.....	.....

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Marinirte Herring, imported, about 40 in pail..	2.75
Roll Herring, imported, about 25 in pail.....	.....
Spiced Herring, imported, abont 40 in pail.....	.....
Norway Stockfish, dry.....per lb.	.22
Matjes Herring .....piece	.....

Bismarck Herring.

Round tins, with key, pint.. .....per doz.	2.65
" " quart.....per tin	.42
" " 2 quarts.....	.75
" " 4 quarts.....	1.25
Roll Mops, 4-quart tln.....	1.30
" 2-quart tin.....	.75
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand.....per keg	.....
" 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
Cut Spiced, 10-lb. pails..... "	.....
" 5-gal. keg.....per keg	.....
Russian, in glass jars.....per doz.	.....

Norway Anchovies.

Fancy, keg.....	.....
" ½ keg	.....
" ¼ keg	.....
" ⅛ keg ..... per doz.	3.00
Original package.....per ½ bbl.	.....
Repacked, 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
" 5-gal. kegs..... per keg	.....
½-lb. flat tins.....per doz.	.....
½-lb. tall tins..... "	.....
" 1-lb. tall tins..... "	2.10

Salt Sardellen.

Original packages, 1902.....per anker	.....
Repacked, kegs, about 8 lbs.....per keg	3.25
" pint jars..... ...per doz.	5.25
" large tumblers..... "	.....
" small tumblers ..... "	2.00

Russian Caviar.

1-lb. tins.....per doz.	.....
½-lb. tins..... "	.....
¼-lb. tins..... "	.....
⅛-lb. tins.....	.....

German Dill Pickles—Regular Size.

60-gal. casks, about 2000 .....per cask	.....
50-gal. bbls., about 1200 .....per bbl.	12.00
15-gal. kegs, about 500 .....per 100	.....
10-gal. kegs, about 300 ..... "	.....
5-gal. kegs, about 150 ..... "	.....
10-lb. pails, about 50.....per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....	.....

Domestic Sourkrout—Long Cut.

60-gal. casks..... .....per cask	.....
48-gal. bbls..... .....per bbl.	5 50
10-gal. kegs..... .....per keg.	2.00
5-gal. kegs..... "	1.15
10-lb. pails .....per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	.....
Spitzkugein..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 in pkg., "	.....
Amandines, 9-lb. tins.....per tin	.....
" small tins..... "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg.....	2.50
" " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, bags 110 lbs.....per bag	.....
Green Kern.....per lb.	.35
Potato Flour ..... "	.09½
German Dried Pears ..... "	.....
Dried Mushrooms ..... "	.....
Juniper Berries ..... "	.08
St. John's Bread..... "	.....
Bay Leaves..... "	.08

COTTOLENE.

Cases, small, medium or large cans.....	7.20
Tierces, about 350 lbs.....	.13
¼ bbls., about 180 lbs.....	.13⅛
Tubs, about 65 lbs	.13⅜

CHEESE.

New York, full cream, fancy, old, 40 lbs	.17
" " choice, new, 35 lbs.....	.19
Picnics, full cream, fancy, new, 20 lbs.....	.17½
Swiss, domestic, about 30-lb. blocks...	.24
" " about 70-lb. loaves	.....
McLaren's, medium, 2 doz .....per doz.	1.35
" Club, 2 doz..... "	1.00
Red Edam .....each	1.65
Philo Cream, 1 doz. 10c. size.....per doz.	.95
Elkhorn Pimento, 1 doz ..... "	1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz.....	.30
Western, selected.....	.26
Milhen Farm	.32
Awltru, packed in cartons	.30

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FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.33
Anchovies, in oil, 6 ring bottle	per doz.	5.25
" " 3 ring bottle	"	3.25
Capers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Canton Ginger, large pots, 6 to case	per case	
" medium, 12 to case	"	
" small, 24 to case	"	
Cherries in Maraschino, glass, 1 doz.	"	7.00
Clam Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
Currie Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
French Peas, extra fine	per case	21.00
McCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.35
5-lb. cans	per tin	.70
14-lb. cans	"	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
Red Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
Truffles—		Per tin
1s		.20
⅛		.35
¼		.60
½		1.25
Shrimps, pickled, small size		1.20
" Dunbar's, 2 doz	per doz.	2.75
Figs in Cordial, Bishop's, 1 doz	"	6.50
Crystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
Lime Juice, Rose's	"	5.00
Victor Rose Water	"	2.25
" Peach Water	"	2.25
Pitted Olives	"	5.25
The Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
Ameko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
Ameko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
Liebig's Oxo Cubes—		Per doz.
12 4s, 10c. size		.85
12 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
Armour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
Armour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
Armour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

Armour's Solid Extract of Beef—		Per doz.
Jars, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
Armour's Fluid Beef Extract—		
Bottles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
Ceresota	6.40
King Midas	7.25
Gold Medal	6.75
Millbourne	6.80
On Top	7.05
Pillsbury's Best	6.40
Semper Idem	5.70
Pride of the West	5.75
Sunbeam	5.65
Quaker	6.35
Blue Seal	5.60
Sunny White	6.80
Crocker's Best	6.35
Duluth Imperial	6.15

Prepared Flours.

Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—		Per case
3 doz. 14-oz		1.44
2 doz. 28-oz		2.40
Either straight or assorted cases		

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
Uncle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .07½
New York State Marrows, new, bags about 2½ bushel	6.50
Michigan Pea, new, bags about 2½ bushel	
Red Kidney, 60 lbs. to bushel	
Peas—	
Green, domestic, bags about 2½ bushel	
Yellow, split, domestic, 1 bushel bags	
Lentils—	Per lb.
000000, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.02½
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.02½
Farina—	
Hecker's Cream, 18 pkgs	
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	
Barley—	
No. 2, 100-lb. bags	2.50
No. 3, 100-lb. bags	2.50
Oatmeal—	
B, bbls	per bbl. 5.61
B, 100 lbs	per keg 2.71
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.35
" 90 lbs	per keg 2.80
" 90 lbs	per sack 2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs	per case 3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	.90
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china. 20s	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.75
Pettijohn's Breakfast Food, 18s	2.12½
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	2.00
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

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Sundries—		
Pettijohn's Bran Flour, 12s		3.80
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.90
Quaker Whole Wheat Flour, 10s		2.15
Schumacker XXX Graham, 10 10s-20 5s		3.25
Scotch Brand Pearl Barley, 24s		1.70
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08½

GELATINE AND PREPARED DESSERTS.



A FRIEND TO THE TRADE FOR 40 YEARS

Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.25
Per gross, with 1 doz. free		15.00
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		1.00
5 gross lots, with 3 doz. free		60.00
		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant, powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Bromangelon, assorted, 3 doz		.87½
Jellycon, assorted flavors, 2 doz		.85
Mother's, small, 1 doz		.48
" large, 1 doz		.88
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.60
Minute Gelatine, 15c. size, 36 pkgs	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90



JELL-O The Dainty Dessert

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



JELL-O ICE CREAM POWDER FOR MAKING ICE CREAM Pays 50% Profit

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" 11 oz., 2 doz	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	170-190	27.00	14.10	7.25	1.60
Med. Shore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Spring Irish, No. 3	330-380	20.00	10.60	5.50	1.25
Spring Irish, No. 4	400-450	19.00	10.10	5.25	1.20
Spring Irish, No. 5	450-500	18.00	9 60	5.00	1.15
Large Cape Shore	100-120	19.00	10.10	5.25	1.20
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes	per lb. .11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.10
" medium	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.33
Smoked Bloaters, 50s	per box	.....

FRESH FISH.

	Per lb.
Halibut	-.15
Bass Native	-.15
Salmon, fresh	-.....
Eastern Cod	-.12
Croakers	-.03
Large Hake	- 07
Haddock	-.08
White Cat Fish	-.15
Red Cat Fish	-.12
Spanish Mackerel	-.12
Snappers	-.12
Eels	-.12
Rock Fish	-.....
Lobsters	-.32
Flounders	-.05
Large White Perch	.....
Sea Bass	-.05
Blue Fish	-.18
Porgies	-.07
Fresh Mackerel	each -.30
King Fish	- 10
Weak Fish	.05 -.08
Butter Fish	-.04
Tile	-.06

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway ....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1 ....per doz.		1.00
" " No. 2 .... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size ....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs ....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs ....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32 ..... per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz ....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid ....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.5e
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 lnch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes ....5 doz.			3.00
Cold Blast .....5 doz.			3.75
			No. 1. No. 2.
Jumbo Cbimneys, plaln ....per doz.			.75 .85
" dec., ... "			.90 1.00
			No. 0. No. 1. No. 2.
Banner Burners			.60 .65 .80
No cbarge for packages.			
Oil Cans—			Per doz.
1 gal., glass			2.75
1 gal., galvanized, Pearl			2.40
5 gal., Pearl, spout			7.20
5 gal., Falcon, spigot			8.10
5 gal., Columbia			9.60
5 gal., Banner			11.00
5 gal., Climax, pump			11.40
5 gal., Home Rule, pump			12.50
Lanterns—			
No. 0, Standard			4.50
No. 0, Dash			7.50
Cold Blast			7.50
Nu Stylie			8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere satety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. In case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes In pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons ....3 doz. to case	2.85
" " ....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Cbarge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½
Packages not returnable.	

LIME.

	Per lb.
Chlorlde, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00
Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.	
Trois Croix, Frencb, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Ollve Oil—	Per gal.
Full measure tlns, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tlns	2 90
¼ " 4 tins	3.00
⅛ " 8 tlns	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles ....per doz.	2.25
16-oz. bottles .... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans ....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08⅛
Fancy, hand picked	.06
Virginia, choice	.05⅛
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel ....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Rellsh—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	.....
" 40 grain	.....
Crulkshank, distllled, white ....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.20
" " 10–12 lbs	.20
" " 14–16 lbs	.20
" Skinned Hams	.23
" Cooked Hams	.35
" Bacon	.25¼
" Dried Beef, insides	.28½
" Beef, knuckles	.....
Emplre Brand Hams, 10–12 lbs	.19
" Skinned Hams, 18–20 lbs	.21½
" Picnic Shoulders	.15¾
Hams, skinback, 18–20 lbs	.20½
" 14–16 lbs	.19½
" 8–12 lbs	.19½
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.28
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.28
Brisket Pork	26.00
Jersey Pork, butt ....per bbl.	24.50
" family .... "	27.00
Breakfast Bacon, rib in	.20
" boneless	.21
S. P. Bellies, 14 lbs. average	.16½
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.33
Beef Tongues, smoked, 5–6 lbs. ....per lb.	.21
Cooked Compressed Ham, 25-lb. boxes	.....
Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per case
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per case
Armour's Simon Pure Leaf Lard—	
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.14⅝
Jewel, compound	.12¾
Cotosuet	.12⅝

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City Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	9.30
No. 5 tins	12 in crate	9.37
No. 3 tins	20 in crate	9.45
Compound—		Per lb.
Tierces and tubs, about 340 lbs		.12½
60-lb. tubs		.12⅝
10-lb. tin pails, 60 lbs		.09⅝
5-lb. " 60 lbs		.09¾
3-lb. " 60 lbs		.09⅞

DRESSED MEATS.

City Dressed Stock—		Per lb.
Steers	.11	-.15
Heifers	.10½	-.14
Cows	.08	-.12
Veal Calves	.13	-.14
Extra Calves	....	-.16
Southerns and Barnyards	.10	-.12
Country Dressed	.12	-.13
Extras	....	-.15
Sheep	.14	-.15
Extra Wethers	....	-.16
Lambs	.16	-.18
Extra Lambs	.20	-.22
Hogs	....	-.14½

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	each	-.80
Cow Tongues	....	-.60
Calf Heads, scalded	.50	-.75
Sweetbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
Calf Livers	"	.25 -.30
Beef Kidneys	per doz.	1.25
Beef Livers		.10
Oxtails	per doz.	1.20
Hearts, beef	per lb.	.05
Rolls, beef		16.00
Tenderloin, beef, western		.22
Fresh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

Turkeys—	Per lb.
Frozen, Young hens and toms	.34 - 36
" Old toms	.30 -.32
" Common to good	.20 -.25
Fresh killed	.30 -.32
Broilers—	
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.40 -.45
Near-by, fresh killed, 2 to 4 lbs. per pair	.40 -.43
Frozen, 3 to 4 lbs. per pair	.35 -.38
Roasting Chicks—	
Frozen, 4 to 5 lbs. each	.27 -.30
" 3 to 3½ lbs. each	.27 -.29
Fowls—	
Fresh killed, 4 to 5 lbs. each	.22 -.23
" 3 to 3½ lbs. each	.21 -.22
Old cocks	.17 -.18
Long Island Ducks, fresh killed	.21 -.22
Squabs—	Per doz.
Prime, fancy, large	5.00 -5.50
Mixed	3.00 -4.00
Small and dark	2.00 -3.00

LIVE POULTRY.

Spring Chicks—	Per lb.
1½ to 2 lbs. each	.32 -.34
Large	.30 -.32
Fowls	.22 -.23
Old cocks	.... - 14
Ducks—	
Young	.17 -.18
Old	.14 -.15
Turkeys	.24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
Ritter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail	1.20
Schimmel's, 8-oz. tumblers	.90
National, 16 oz., 2 doz	.90
" 3-lb. tins, net weight	2.20
Preserves—	Per lb.
Schimmel's pure, 12-oz. jars, 2 doz...per doz.	1.65
National, 30-lb. pails	.09¾
Southwark, 30-lb. pails	.07
Jams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.45
Southwark, assorted, jars, 2 doz	.95
Orange Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.60
Fruit Butters—	Per doz.
Apple, Southwark, 30 lbs...per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz...per case	1.67½
" Schimmel's, 30-lb. pails...per lb.	.07
" " 3-lb. slip cover tins. 1 doz ...per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.25
" Mother Cook's, No. 14, 2 doz....doz.	.85
Peach, 30-lb. pails...per lb.	.07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.18
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons...each	5.00
" gallons...each	9.50

Sauer's Flovoring Extracts—	Per doz.
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.06
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.45
" 140-lb. cotton bags	.80
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz...per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.15

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun...per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s...per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons.	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co....	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10oc. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz ..... .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	4.25
" 20 1-lb. pkgs	4.50
Hoosier, 40 1-lb. pkgs	3.50
" 20 1-lb. pkgs	3.65
P. Bros. Pulverized, bbls.	2.80
Hoosier Pulverized "	2.60

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03⅜
" " 8 5-lb. cartons	.03¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	4 25
" 48 3-lb. cartons	4.25
" 12 6-lb. cartons	5.25
Hoosier, 24 5c. cartons	.80
" 10 3-lb. cartons	3.45
" 50 lb. cartons	3 00
P. Bros., 50-lb. cartons	3.25

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs	per lb.	.06⅞
Weikel's, 24 pkgs	per doz.	.90
Bird Gravel—		
Red, 36 pkgs	per doz.	.95
Silver, 36 pkgs	"	.95
Bath Brick, 24 bricks	per box	1.00
Toothpicks, Eureka, 100 boxes	per case	1.80
" Saginaw, 3 doz	per doz.	.38
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80
Steel Carpet Tacks—		Per doz.
8 oz., 100 count		.16
10 oz., "		.16
12 oz., "		.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s	per case	1.05
Matting Tacks—		Per doz.
No. 11, blued		.12
No. 12, "		17
Fly Paper—		
Sticky	10 cartons	2.35
Tanglefoot	10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz	per doz.	.20
Poison	1 doz. sheets	.20
I-X-L Poison	50 envelopes	.60
Wire Fly Swatters, leather bound	per gross	3.85
Wax, white and yellow	per lb.	.25

ROPE, TIE YARN, ETC.

	Per doz.
Clothes Lines—	
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Best, for confectionery, per cwt.	2.60

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

	Per doz
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per doz
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	1.30
" 2 lb. "	1.55

Clothes Pins.

5 gross, per box	.65

Mops.

	Per doz
O-Cedar—	
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

	Per doz
Wood Handles—	
No. 34, fibre, strap handles	1.25

Shoe Brushes.

	Per doz
With Handles and Daubers—	
No 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per doz
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per doz
7X, 10c. size	.95
8, Gray, patent fibre	1.55
18, All horse hair	1.90
21, " white tipped	2.25

TOBACCOS—PLUG.

	Per lb
Jolly Tar, 5, 10, 15 and 25 lbs	.40
Newsboy	.40
Old Honesty	.46
Piper Heidsick	.71
Spear Head	.44
Standard Navy	.34
Toddy	.39
Vinco	.39
Town Talk	.32

SMOKING TOBACCO.

	Per gro
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.58
Yeast Foam, 1½ doz, "	.58

GR Comm RR

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, July 24, 1916. No. 4

Can't read a trade paper in hot weather? We don't blame you, as of course, all the trade problems you need to know about, retire during the hot weather.

The Post Office Department is Considering a New Scheme to Have Producers Sell More Poultry, Butter, Eggs, Fruit and Vegetables to Consumers Direct. Admits It May Destroy Some Retailers.

"Retailers Free Service Bureau" is a New Plan of Helping Retailers Sell More Goods and Strengthening the Jobber. Aims to Help the Retailer at Every Point of His Need.

Another Plan to Make American Sardines Worth Eating. The National Canners' Association Has Started a Sanitary Inspection Service.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @	$3.05	—5 boxes FREE, Net	$2.54
10 boxes @	3.05	—2 boxes FREE, Net	2.54
5 boxes @	3.10	—1 box FREE, Net	2.58
2½ boxes @	3.20	—½ box FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916.

LAUTZ BROS. & CO.

Heinz Vinegars

are now sold in original glass packages, filled and sealed in the Heinz establishment. Our magazine and street car advertisments are telling your customers that this method retains the natural fine flavor and aroma of Heinz aged, mellowed vinegars.

The Heinz package protects and benefits you, too. The grocer who sells Heinz Bottled Vinegars has absolute guarantee that he is complying with the pure food laws. Furthermore, he is spared the trouble of drawing vinegar from a barrel, and freed from the losses always connected with bulk measuring.

The Heinz salesman will supply on request attractive envelope inserts which you can enclose with your customers' bills and which tell your customers about Heinz Bottled Vinegars.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK



And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Give Your Transient

cash buyer a chance. Sell him a coupon book and get all his trade. Hold your credit customers in check by having them use our

Indexed Coupon Books

Let our books relieve YOU of losses—forgotten charges—disputes—95 per cent. of your bookkeeping, etc. Will get the cash—hundreds of merchants have used them for years—there's a reason. All sizes—inexpensive—f. o. b. destination. Most convenient books made.

WE HAVE SOLD MILLIONS OF THEM

WE WANT YOU FOR A CUSTOMER
FREE SAMPLES ON REQUEST. ASK FOR THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association

Modern Merchant
AND
Grocery World

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Post Office Department is Considering This Scheme of Increasing Parcels Post Business in Butter, Eggs, Poultry and Other Farm Products

Includes Some Mail Order Stunts. Author Admits It May Destroy a Few Grocery Stores But Says That Would Increase the Trade of Those That Remained.

One David Lubin, a well-known Hebrew Socialist and the American delegate to the International Institute of Agriculture at Rome, has devised a scheme which he thinks would increase the parcel post business in food products. He has laid it before the Postal Department at Washington, and it is now under consideration. He claims that it introduces some of the labor-saving schemes of the mail-order houses. Mr. Lubin has issued a long explanation of his plan, from which we have taken the following:—

The proposal under consideration will require several cardboard forms. They should be in various colors, one in white, say, to designate eggs; another in blue to designate butter; another in pink to designate chickens, etc. These forms should be sold by the Post Office Department to the farmers and to the buying public at a slightly higher price than the cost of printing them, thereby making this service self-sustaining to the Post Office Department.

To avoid several writing of names and addresses, the farmers using these forms may be known by numbers. Let us say that the farmer orders a hundred of each color of these forms. The post office provides a series of racks containing slides, into which parts of the forms received back from the farmers are to be placed. The post office sells to the buying public purchasing books similar in form to a railroad mileage book.

Farmers desiring to enter under this system register their names and addresses at the post office. The city customer desiring to place orders obtains a purchasing book from the post office, and we are now ready for business. Before proceeding, let us say that the post office rules may decide that purchasing units shall be, for eggs, one dozen; for butter, one pound, and for chickens, by the single one. Now we will proceed. Farmer No. 40 has six dozen eggs for sale, for which he makes out six white forms. He has ten pounds of butter, for which he makes out ten blue forms, and five chickens for sale, for which he makes out five pink forms.

The route carrier collects these forms from the farmer and sends them on to the post office. The post office tears a portion of the six white forms and places them in the egg rack. The post office also detaches a portion of the ten blue forms and places them in the butter rack, and also tears off a portion of the five pink forms and places them in the chicken rack.

The next step is that of the customers. The housewife goes to the post office and reviews the cards in the racks. She wants eggs and she goes to the white forms. She finds several hundred forms in the racks, say, from one to two hundred, with prices quoted by each of them. She has heard No. 40 well spoken of, so she orders a dozen eggs from No. 40 for, say, 30 cents, and one chicken from No. 10, at, say, 60 cents, making a total of 90 cents. She pays the 90 cents to the post office clerk, who indicates same in her purchasing form book.

The next step in the procedure follows by the post office sending a portion of the forms back to the farmers concerned, who fill the orders. The route man on his return trip receives the goods from the farmer and tears off a portion of the form, which serves as a credit to this farmer.

At the end of each week the farmer fills in a third form, which may be designated as a total slip. He enters each item on its proper line and totals up all of the credits, and, say, it totals up to $10.50. Then the route clerk tears off the duplicate part of the form, which he hands to the farmer. He then sends the slip and forms back to the post office. The post office then remits the total amount due to the farmer, when the entire transaction is closed.

In explaining, all this work would seem to be complicated and abstract, but in fact it is quite simple. It is in fact a combination of post office and mail order technique all simplified and reduced to the point of least resistence. It reduces selling and buying between the producer and consumer to the lowest denomination, so far as cost is concerned, and it brings the seller and the buyer into the most direct contact possible. It does the work that the mail order mechanism does, but without profit to any outsider. This system avoids disappointment, as far as the buyers are concerned. When they order a dozen eggs from the cards in the post office rack, they are sure to get them, for under this plan the farmer, in sending in a card for a dozen eggs, has the eggs on hand in the first place, and he cannot sell them to any one unless he recalls that same card from the post office. This kind of selling would be about the same as a seat reserved in the theatre or as a Pullman sleeper is reserved.

But supposing that farmer No. 40 has poor eggs or poor butter or poor chickens, or at a higher price than the average. Well, in that case farmer No. 40 does not work up a good reputation. He will sell less and less as time goes along. Supposing he cheats or gives bad eggs.

A few complaints will deprive him of the right to hold any place on the rack at all.

And, now, supposing that farmer No. 50 sells goods of prime quality and at reasonable prices. In time the business of this farmer would so expand as to justify him in extending his farm.

I am asked whether or not, under the proposed system, the farmers would not directly begin to charge the housewife just as much as she would have to pay to the dealer. Do you figure that there would be a saving to the consumer as well as an advantage to the farmer? I think there would be. For the farmer, in fixing his own price, would be competing with all the other farmers offering the same products. Assuming that the farmers will be able to supply the city population, what effect will that have on the small grocery store? So far as these products are concerned the effect would seem to be material. The grocery store, however, by some changes in its line of goods, could continue on just the same as ever. It may, if successful, shut up some few stores, but it would probably increase the business of those that remained, because the removal of blocks and clogs in the pathway of business increases its volume.

The question is whether or not the grocery store is not a necessity to-day to the village or city inhabitant. The same question no doubt came up in the matter of the hand weaver and the power loom; in the typesetter and the linotype; in the needlewoman and the sewing machine. My system will be the formation of what might be called a dry market, an automatic system.

It seems to be that there can hardly be any comparison in the value between the work the post office does now and the contemplated work under the plan we are considering. The post office, in the development of its parcel post work, is trying to reach the farmer and the consumer in much the same way as some city storekeepers have by putting on their cards mail orders are also filled. These storekeepers forget or do not know that mail orders cannot be filled profitably by every Tom, Dick and Harry storekeeper; that filling mail orders is a business requiring technical knowledge and scrupulous adherence to technical modes and methods.

Let us assume that before us here is the present post office list of the farmers. We see on the list that Farmer Jones says he has chickens, and here we see that Farmer Smith has eggs, and here is Farmer Brown, who has butter. Now, say that the housewife gets that list. A few days after its receipt this housewife wishes to order. She must write a letter and must have pen, ink and paper on hand, also a stamp. If any of these are missing or in bad order that stops the procedure. But after all this is done there must be a trip to the post office to get a money order, and after all this labor, lo and behold, the said farmer has sold out. In that case it becomes the farmer's turn to take up the matter by writing a letter to the customer, returning the money order. The customer will then have to go to the post office to cash the same, and neither farmer nor housewife has done any business except writing letters and visiting the post office. One such experience will finish the farmer and the housewife so far as this line of business is concerned. But in the plan we are considering, all of these objections are removed. They simply would not and could not occur. Under this plan the farmer and the housewife would have all movements in connection with the order so well known and systematized as to substantially make them automatic.

And Now a National Advertising Campaign for Cheese, Butter and Other Milk Products.

Fifty Thousand Dollars Already Subscribed to Advertise the Above Foods Into Increased Consumption

The latest National campaign in the interest of increased consumption for a food product is about to be undertaken for cheese, ice cream, milk, buttermilk, etc. A fund of $50,000 has been subscribed by men prominent in the dairy industry for the preliminary work of this advertising campaign.

Advertisements are in preparation and will shortly appear in the "Saturday Evening Post" and other national magazines, in such newspapers as the New York "Times," Chicago "Tribune," Philadelphia "North American," St. Louis "Globe-Democrat," Boston "Post," Cleveland "Plain Dealer" Detroit "Free Press," and others.

It is proposed to raise a total fund of at least $750,000 to cover a complete campaign of three years and to expend in advertising, general publicity and organization work approximately $20,000 a month for thirty-six months.

The godfathers of this extensive powerful and beneficial project are enthusiastic in their belief that this step means the full realization of the object of the National Dairy Council, now counting 280,000 members, "to advance the cause of dairying in America by promoting the dairy cow and all interests dependent upon her, through co-operative and united effort."

Week's Dry Goods Record.

Marshall Field & Co. in their weekly review of the dry goods trade say:—

Current wholesale distribution of dry goods has been in greater volume than for the corresponding period a year ago.

Merchants have visited the market in much larger numbers.

Collections are better than for the same week last year.

The market on domestic cotton goods is firm.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
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Another Effort to Improve Quality of American Sardines—the Government's Didn't Amount to Much

National Canners' Association Has Taken the Matter Over and Now Maintains Inspectors at the Factories. Will Give Certificates Where Brands Deserve It.

The National Canners' Association has taken on itself the work of improving the quality of a large quantity of the American sardines packed in New England. Everybody in the trade knows it is time somebody did this, for much of the sardines packed in this country have been almost unfit for food. The Government made an effort in this direction not long ago, but it failed.

A "Sardine Section" of the American Canners' Association has been organized, and almost all the packers have joined. There are 55 canneries on the Maine Coast and they produce 1,500,000 to 2,000,000 cases per year. Heavy competition has brought the quality down until some brands are now pretty close to the food law limit. Large quantities of "feedy" fish, which are fish partly decomposed from undigested food, are packed, especially since the price was cut to below the cost of production.

The work of the Canners' Association for the sardine industry has been placed in charge of a director of inspection with an office at Eastport, and the territory in which the canneries are located has been divided into 15 districts with an inspector assigned to supervise the canneries in each district. Later the district will be made smaller and the number of inspectors increased to 20 or 25. The director has sole charge of the appointment of these inspectors, who are in no way connected with the industry, but are being trained for this special work.

Sanitary requirements for the sardine canneries have been laid down for the coming season, and if these requirements are fully complied with and only fish of good quality are packed, certificates of inspection will be issued to the packer to cover each case of goods. These certificates read as follows:—

These sardines have been inspected and packed under our supervision in accordance with our sanitary requirements for packing sardines.

NATIONAL CANNERS' ASSOCIATION,
(Signed) H. M. Loomis,
Director of Inspection.

It is said that the sardine packers have already spent nearly $50,000 on this campaign.

CORRESPONDENCE.

Grocery Prices of Twenty Years Ago.

Huntington, W. Va.,
July 14, 1916.

To the Editor.

Dear Sir:—We want to get a list of the prices on staples about twenty years ago—coffees, beans, sugar, flour, lard, hams, smoked and dry salt sides, tomatoes, corn, peas and other staples. We have been in business for considerably over twenty years, but had a very bad flood here in 1913 which carried away most of our old records, and we are unable to go back and get the figures for ourselves. We want them for a certain purpose which is really important to us and we will appreciate it very much if you will give us this information, or send us one of your twenty years ago price-lists.

Yours truly,
SEHON, STEVENSON & Co.

We have no loose copies of twenty years ago. We have the bound volume of twenty years ago, which contains prices on the staples mentioned, but they are prices to retailers, whereas we assume that Sehon, Stevenson & Co., who are jobbers, want first hands prices. We suggest that they write the New York "Journal of Commerce."

* * *

Something of the Atlantic Wholesale Grocery Company.

Atlantic City, N. J., June 9, 1916.

To the Editor.

Dear Sir:—This company has been organized by a number of men the majority of whom are the smallest merchants in the grocery business that any city can claim ownership of. There are a few of the larger merchants in the town interested in our company, but very few. We also feel proud of the fact that as far as money was concerned, we did not have very much of it, but what we lacked in that respect we made up in real live enthusiasm and the proper spirit.

We started storing our goods in one of our director's warehouse, a very small place, and before one month was up the quarters were entirely too small. Through the courtesy of our treasurer, Mr. William Freihofer, at a very liberal price, we rented a warehouse on the railroad with side track and other facilities.

Our warehouse is fairly well stocked with goods, and business is increasing a little every week.

Yours for success,
ATLANTIC WHOLESALE GRO. Co.,
E. Deutsch, Secy.

Change in Size and Packing of Tanglefoot Fly Paper.

To obtain a distinctive size and package by which our manufacture may be readily recognized, we have made the following changes in Tanglefoot Fly Paper:—

First.—We have changed the size of our sheet to 8 x 14⅛ inches.

Second.—We have adopted the Tanglefoot handy package, which is a sealed envelope of transparent moisture proof paper, containing five double sheets, to retail at 10 cents.

Third.—In each Tanglefoot Handy Package we will place a suitable advertising card, designed to stiffen the package and offer space for advertising to the consumer.

The consumer will now get five double sheets for 10 cents, whereas he has usually had but four.

The retailer will make larger individual sales and save the labor and expense of wrapping 5-cent purchases.

Tanglefoot Handy Package will protect the contents from climatic influences and rough handling.

This new size will be quite generally introduced in the East this year and in the far western part of the country next year.

THE O. & W. THUM Co.,
Grand Rapids, Mich.

Quick Profits

Profit is only profit after you sell the merchandise; a large margin doesn't put a dollar in your pocket if the goods sit on your shelves until they're bespecked and unsalable.

The question to ask when buying biscuit is not how much, but how quickly.

You want the biscuit that the most people want the most often—that is N. B. C. Biscuit.

National Biscuit Company advertising, appearing everywhere and in every form calculated to create patronage, coupled with the N. B. C. Quality—a quality that makes permanent customers—is your assurance of an increasingly profitable business, if you will stock and push N. B. C. products. They give you a liberal margin and give it to you quickly.

NATIONAL BISCUIT COMPANY

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

WITH THE EDITOR

If as the various employees of the American Fair Trade League assert and many times repeat, the Stevens bill is going to prove such a boon to consumers, doesn't it seem strange that not a single influential consumer has come forward to say so? Paul H. Nystrom, who is paid by the American Fair Trade League to make speeches for the Stevens bill, said in advocating the passage of the bill before the Congressional Committee, "it will benefit not only producers and distributors, but practically all consumers."

Where Is the Voice of the Consumer?

The Stevens bill would give manufacturers of trade-marked articles the right to fix the wholesale and retail selling price. Everybody who is working for its passage says it will be the biggest thing to the consumer that ever happened, but outside of I think two New York club women, not one consumer of any consequence has asked for its passage.

My personal opinion is that the Stevens bill, if it passes, which it is practically certain not to do, will benefit nobody except certain manufacturers. To retailers I believe it would be worse than a pair of handcuffs.

If there is a manufacturer who can sell the regular retail trade *good* crackers and cakes on a basis which will enable them to compete with the 5-and-10-cent stores and with chain stores, there is a tremendous business lying ready for his taking. The "Modern Merchant and Grocery World" has a pile of letters from retailers asking in substance "where can I buy cakes and crackers to compete with 5-and-10-cent stores and with the chain stores?" Considerable investigating has been done, but no manufacturer has been found who would say that he could supply such goods to the retail trade on the terms stated. This must be from one of two reasons: Either the chain stores (grocery or 5-and-10) are buying so much cheaper than the regular trade as to be beyond all competition; or the quality of the crackers and cakes in question is poorer than the average manufacturer makes. As to the first reason, if they are buying in materially larger quantities than the single dealer, they could expect to buy somewhat cheaper, though in crackers and cakes it would be only a fraction of a cent, which would by no means put the chain stores beyond competition.

Why Are Chain Store Crackers and Cakes Beyond Competition?

As to the second reason, this paper is now making an investigation into the character of crackers and cakes sold by the 5-and-10-cent stores and will make a report on the subject next week.

There is a constant urge on the part of the larger dealers toward selling consumers larger quantities of food products. Here is the suggestion one large retail grocery store printed and sent to its clerks:

Selling Consumers in Quantity.

> In short, sell in large quantities. It is to the customer's advantage, more particularly if prices are shaved thereby. Convince the customer that this is true; but don't over persuade—that isn't good salesmanship.
>
> It is likewise to your advantage, because it increases the grand total of your sales—and the total of goods sold that stay sold is the "acid test" of your salesmanship—a salesperson is desirable, or not, chiefly as the total indicates ability to sell.

It might be added that selling in large quantities is also to the *dealer's* advantage—very greatly so. He does such business at smaller expense and his customer stays as long as his purchases last. Selling by the dozen, half dozen, or even quarter dozen, is infinitely better for everybody, from every standpoint, than selling by the single package.

It is so much better, in fact, that it is a wonder to me that so few retailers go after that kind of business hard.

Shortly after the war broke out, when it became apparent that we were going to be up against it for imported sardines, I ventured the opinion that the American sardine packers had the chance of their lives to improve their quality and get a lot of the trade that imported brands could no longer serve. Sardine experts told me that the people accustomed to eat French or Norwegian sardines would never be satisfied with anything packed here, and I agreed with that as to some of them. I believed then, however, and believe now that it was possible for the American packer to produce a grade of sardine which would sell to a lot of people who had never seen anything in domestic sardines before.

Domestic Sardines That Have No Right to Exist.

However, it is impossible to say whether I was right or not, for the packers haven't made the slightest move to utilize their opportunity. If anything, their sardines are poorer than they were before the war opportunity presented itself, although French sardines are almost out of the market! The Government tried to help—sent some scientists to Maine to do experimental work, but it had no practical effect. A lot of sardines produced in the Maine factories to-day aren't fit to eat. They sell at a mean price—less than $3 a case, but they aren't worth even that. They aren't worth anything, in fact.

Now, as told elsewhere, the National Canners' Association will take a hand and try to raise the standard of domestic sardines. If they can hold the packers up to any kind of a standard, they can probably do it. At any rate, if they can't, nobody can.

The Housewives' League of New York has made a peculiar turn-about in its attitude toward package and trade marked goods. In the beginning the League was against package goods because they increased the retail cost. The paper published at the time some comparisons which the League made between the cost of a quantity of a given product when packed in packages and its cost when sold in bulk. Of course the comparisons showed bulk goods to be much the cheaper and the League made a very spirited argument that right here was the solution of the high cost of living.

Women's Change of Base on Package Goods.

To-day nobody is more heartily in favor of package goods than the Housewives' League. The explanation of the president, Mrs. Julia Heath, is as follows: "We want to know how goods were made, under what conditions what we eat and where it is produced, and this cannot be done unless we know where the articles come from and who makes them."

Which is equivalent to saying, I suppose, that while it is true that package goods cost more than bulk the difference in price can be considered well spent for the *identification* which package goods carry with them.

It is a pity that the Housewives' League didn't see this before it muddied the waters with its attack on package goods.

No Prosecutions for Failure to Put Weight on Unlabeled Canned Goods.

Referring to the hearing on July 1, 1916, before the Secretary of Agriculture, the Department of Agriculture has issued the following announcement:—

Until further notice the Department will not recommend proceedings under the Food and Drugs Act on account of the shipment in interstate commorce or the sale in the District of Columbia or the Territories of unlabeled canned foods solely upon the ground that the same do not bear a statement of the quantity of contents, if such shipment or sale be other than to a retail dealer or to a consumer and the cans bear a correct statement of the quantity of the contents when sold or delivered to retail dealers and consumers. If investigation discloses that failure to mark the quantity of the contents on unlabeled cans affords means to defraud or to defeat the purposes of the act, it will be the duty of the Department to recommend proceedings and reasonable notice to the effect will be given.

Before shipping unlabeled canned goods the National Canners' Association suggests that packers protect themselves with a guaranty that the canned foods will be labeled with the proper statement of contents before being delivered to retailers or consumers.

The Grocery Markets

Tea.

The tea market shows no change, with quiet demand and an inclination on the part of some holders to make concessions occasionally. The undertone is, however, still strong on account of continuing foreign purchases in the primary market. Prices on this side now show quite a radical decline, particularly in Ceylon Indias, and are steady at the lower basis.

Coffee.

The coffee market is feeling somewhat better, largely due to a firmer feeling in Brazil. Most grades of Brazils are perhaps ⅛ to ¼ higher than a week ago. The demand is very dull indeed. Milds are also quiet and not much more than steady. Java and Mocha unchanged.

Sugar.

The sugar market shows no change for the week; consumptive demand is very fair owing to the large supply of fruits, and both raw and refined are about unchanged for the week. The staple price for granulated is still 7.65, and raws have not advanced beyond the price noted in preceding reports. There is no indication of any radical change in sugar.

Syrup and Molasses.

Glucose has made no further change since a week ago, and compound syrup is dull at ruling prices. Sugar syrup and molasses unchanged and very quiet.

Fish.

Mackerel is unchanged for the week. There is some shore mackerel about, but it is still ruling at almost twice the price which it usually brings at this season. Quotations in a large way are from $16 to $18 a barrel, whereas the price should be around $10. The catch of shore mackerel is very disappointing up to now. There is some Irish mackerel in the country, but not a great deal; the prices are high. Norway mackerel remains very scarce at exceedingly high prices. Cod, hake and haddock all unchanged and dull. Salmon is strong and in good demand, but shows no change for the week. Imported sardines are exactly where they have been for weeks—very scarce and high. Domestic sardines are also scarce and steady to firm.

Dried Fruits.

There is practically nothing doing in the California dried fruits on spot, and as the future prices are still higher than the jobbers are willing to pay, there is practically no business being done in them.

Canned Goods.

The tomato market is unchanged, both spot and future. The buying of spots is very limited, but the price is fairly held. Peas and corn are both strong with prices unchanged, but more inquiry for future corn. Spot corn is being closely cleaned up. In the Baltimore markets there is the usual season's demand, the principal item of interest being spinach. No. 10 is off the market, and No. 3 very scarce. There is more interest being manifested in California canned fruits and quite some business has been done during the past week at full opening prices.

Butter.

The butter market is firm at unchanged prices, receipts showing slight decrease over last week, some makes showing poor on account of excessive heat.

Eggs.

The egg market shows a firmer tone due to a good consumptive demand and slightly less receipts. The market advanced about 30 cents per case this week.

Cheese.

The cheese market declined from ¼ to ½ cent per pound this week, exporters having dropped off the market temporarily. Receipts show a slight decrease over last week and about the same as last year.

Beans and Peas.

The price of domestic pea beans has gotten so high that the demand fell off very sharply and the result has been a slight easing off in the price during the week. The same can be said of California limas. They were too high and people stopped buying them, and consequently they can be bought this week

"The Color With the Golden Shade"

Every grocer knows the value of that slogan.
Because experience has shown that the best business results from the consistent use of the product behind it—

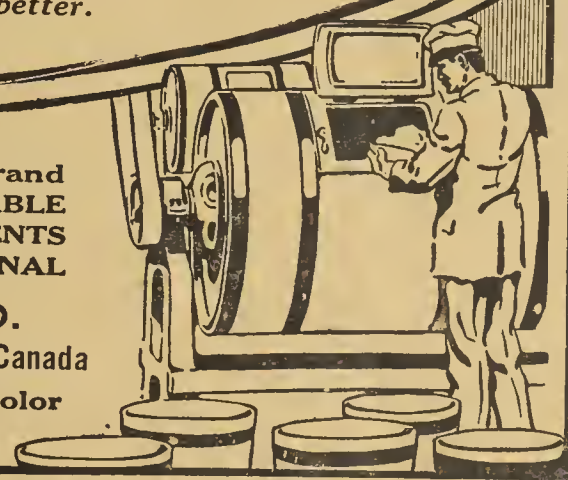
Dandelion Brand Butter Color

For a quarter of a century its quality and purity have helped, always, to make good butter *better.*



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.
Burlington, Vermont, and 200 Mountain St., Montreal, Canada
Manufacturers of Dandelion Brand Butter Color



Dandelion Brand *The color with* **Butter Color** *the golden shade*

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this, retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 10.)

at a fraction easier. Marrows have felt a dullness also and are easier, although without any material decline as yet. Green and Scotch peas unchanged and quiet.

Provisions.

Smoked meats are firm at unchanged prices, with a good consumptive demand. Canned meats are firm at unchanged prices, with a good consumptive demand. Barreled pork shows a slightly higher price, the market being cleaned up regularly with the different sizes. Pure lard shows a weaker tendency, the prices being unchanged. Compound lard remains the same and the market is fairly active.

INDIVIDUAL MARKET REPORTS.

Foreign Grocery Specialties.

French mushrooms continue as scarce as ever. Supplies coming in sparingly and prices remaining at an unusually high level.

Spanish pimentos (sweet red peppers) continue scarce and high. Supplies of new crop cannot be expected before the end of the year.

Garlic is in very plentiful supply, prices very much in buyers' favor, and very little likelihood of a better market in the near future, unless shipments from abroad are stopped absolutely.

The excellent demand for pure olive oil continues without interruption, and is likely to increase until American salad oils are very much cheaper than they are now. The trade realizes that they get very much better value in pure olive oil for the small difference in price, and once they get used to eating pure olive oil they are not likely to change to the inferior American substitute unless forced to by insufficient earnings. All raw materials are advancing.

STROHMEYER & ARPE CO.
New York.

Wheat and Flour.

We have pointed out in many of our letters the reasons for our belief that wheat was selling too low. We are not unmindful of the fact that the supply of wheat in commercial channels in abnormally large and at the present time the demand for it is limited. Were we to consider these factors alone we would feel that a considerable decline might take place, but notwithstanding this we have had an advance of nearly 9 cents a bushel in three weeks.

It has been estimated that Canada, Australia and India will have sufficient surplus wheat to supply the United Kingdom for a whole year without calling on the United States for a single bushel. It is claimed that Australia alone has raised 181,000,000 bushels, of which 130,000,000 bushels is available for export. If there were plenty of ships and rates were low, this would be a bearish factor, but at present it appears that hardly a third of this wheat will be transported to Europe during the next crop year.

The government of Australia, appreciating the difficulty of shipment, has recently purchased fifteen steamers, with cargo capacity of 160,000 bushels each. They calculate that with these vessels they will be able to move in twelve months 12,000,000 bushels of wheat, each vessel making five round trips in the course of a year. You can readily see that this is less than one-tenth of the surplus available. It is a 12,000-mile trip from Australia to Europe, as against 6,000 from Argentina and 3,000 from America, and with the scarcity of steamers it is more than probable that the United States and Canada will be called upon for the great bulk of the European supplies until Argentina harvests another crop next December.

In the crop year ending June 30, 1915, we exported 333,000,000 bushels, and by doing so left ourselves with practically exhausted reserves, viz., 37,000,000 bushels to carry over the new crop. This year we have exported 250,000,000 bushels and have an unprecedented carry-over, 117,000,000 bushels, viz., 74,000,000 in farmers' hands and 43,000,000 bushels in the visible. Adding this carry-over to the crop of 1916 we have 876,000,000 as the available supply compared with 1,048,000,000 bushels last year, and 938,000,000 bushels two years ago.

Assuming that spring wheat will go through to harvest without mishap, we find ourselves with an available supply 172,000,000 bushels less than last year. With this condition it is no wonder that the market is so sensitive to black rust scares. The Canadian wheat is moving out rapidly and their visible supply is dwindling away.

Prices may settle back a few cents per bushel during the next six weeks, but in our opinion wheat is destined for a very much higher level.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Spices.

The market is more active this week. Cables just in report a much firmer market, especially for pepper. The trading up until this week has been narrow. We now look for a large increase in demand. August and September needs will be large for the canning, pickling and preserving requirements.

Pepper.—Firmer abroad. Prices here are some little higher. We look for a further advance in price of all grades. Red pepper rather dull and unchanged in price. Demand fair.

Cloves.—Continue quiet and without change. In fair demand.

Pimento (Allspice).—We now hear reports of short crops.

Mace.—In fair average demand at unchanged prices.

Nutmegs.—In very much better demand. Prices are fluctuating and higher prices seem probable.

Cassias.—In fair inquiry at present. Prices steady, but unchanged. Demand for cassia should soon begin. Any unusual demand will have a tendency to raise values.

Gingers.—Generally quiet and unchanged in price.

Green Ginger Root.—In very active demand. There has been a scarcity lately. It looks like higher prices.

Paprika.—In fair demand, season considered. Prices are unchanged.

Seeds, Herbs, Etc.—Are in only fair demand at generally unchanged prices. Herbs are scarce and likely to be high over the summer and fall months.

McCORMICK & CO.
Baltimore, Md.

Rice.

Demand for the week has been only fair. Receipts are moderate and reflect in the main the reasonable prices ruling. Blue Rose sorts are firm, with an increasing demand especially for the uncoated finish, which are in scant supply. There is more inquiry for screenings, and prices thereon are unusually high. Honduras styles are only fairly assorted and prices are firm, with a strong undertone, indicating that values have reached "bottom" or "hard pan," and holders decline to make further concessions.

Advices from the South along the Atlantic coast note quiet conditions, ex-

INVESTIGATE YOUR OWN BUSINESS!

WHEN asked for figures upon which to base their Income Tax, a number of firms were forced to make a careful investigation of their own business and were surprised by the facts.

¶ Some of them admitted that the investigation made it possible for them to avoid bankruptcy. They had time to remedy the evils which were ruining their business.

¶ You may make just such a discovery in your own business.

¶ The "Sperry" Service has proved to be a most practical and effective safeguard against the great business evil of "too much credit."

¶ You can never be very far in the dark regarding the state of your own affairs if the larger percentage of your business is on a cash basis. **There is a wide difference between "volume" of business and "value" of business.**

¶ The business which is carried on your ledgers may or may not be an available asset, but you may be sure it is better business if it also shows in your bank balance.

¶ Let us show you some facts we have discovered in twenty years of continuous service.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

cept in spots where the merchants have been compelled to replenish stocks in order to have a fair assortment.

At New Orleans the clean rice market continues very steady, with a fairly good demand, prices being well maintained on all varieties.

In the Interior, Southwest Louisiana, Texas and Arkansas, the mills report that stocks are being gradually reduced and that they expect to enter "new crop" with very little carry-over. Reports on the growing crop continue very favorable.

D. Talmage's Sons Co.
New York and New Orleans.

Evaporated Apples, Etc.

Trading is very quiet on evaporated apples, but prices are firmly held on both spot and future goods. There is some movement of spot goods on small orders at 5½ cents per pound up, according to quality. Futures are firmly held at 5¾ to 6 cents for prime in 50-pound boxes. Some business was done early in the week at the first-named price. The export situation, however, keeps the volume of trading considerably below normal.

C. C. Hall.
Rochester, N. Y.

Imported Fish Specialties.

The salt fish situation remains practically the same as reported last week. Sales are restricted to hand-to-mouth business, and naturally limited by the very hot weather which we have been having. In the meanwhile, stocks of Scotch, as well as of Newfoundland herrings, are accumulating, most of them going into the ice house. The quality of those Newfoundland herrings is simply splendid. It is impossible to imagine a better cured and better eating fish, and there is no doubt in our opinion that all these fish will find a ready and very good market in the fall when the weather gets cooler. It will, of course, depend entirely upon the supplies that we shall get from abroad, but it is not likely that very large supplies will find their way here unless the war should be terminated.

Very little stockfish is expected here this season. The total quantity of roundfish prepared this season amounts to less than 3,000,000 fish, against nearly 14,500,000 prepared for roundfish last season, and of splitfish very little has been prepared, so if any stockfish will come it will be enormously high in price.

Norway reports a fair catch of very fine small summer sardines. Samples show excellent quality, but unfortunately the prices remain as high as ever, so it seems that the demand from the countries now at war continues and that European buyers are just as eager as before to secure all available supplies. The prices prevailing in Norway for these sardines are so high that only very limited quantities are being brought over here, prices being above buyers' ideas. Lots of American sardines packed in olive oil are being offered to the trade, but one may just as well compare a child's toy sail boat to a dreadnaught crossing the ocean than to compare those American smoked sardines with the Norwegian article. In Portugal the catch continues rather poor and unsatisfactory, prices continue high and supplies scarce. We have no definite reports in regard to the sardine catch in France, but no matter what they may catch, prices will be so high as to limit the sale of these French goods only to the fancy trade, and the quantities sold in this fashion do not cut any figure.

Strohmeyer & Arpe Co.
New York.

The New York Letter

Retailers Agitated Over Chewing Gum Cut. Program Out for State Convention, August 7th to 10th. Weights and Measures Superintendent Attacks Trade Practices. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, July 21, 1916.

Many of the retail stores here are considerably agitated over the fact that the Liggett-Riker-Hegeman chain of drug stores have cut the life out of Wrigley's and Sterling chewing gum by including it in their 1-cent sale. They sell one package for 5 cents and give an extra one for 1 cent, making the actual price 6 cents for two packages, or 3 cents per package. This is practically below the average retailer's cost. There is talk about the appointment of a committee of retailers to take the matter up with the manufacturers.

* * *

The programme is out for the annual convention of the New York Retail Grocers' Association, which will be held at Ithaca August 7th to 10th. Fred. Mason, vice-president and general manager of the Shredded Wheat Co., is to be present and to make the principal address. This will occur on August 7th. Another important adddress will be by Henry Heins, of Brooklyn, on "Observance of the 10 O'clock Sunday Closing Law and the All-Day Sunday Closing."

* * *

John F. Farrell, Superintendent of the New York State Department of Weights and Measures, has issued a pamphlet to retail grocers during the week attacking certain practices which, he says, have sprung up in the retail trade—exaggerated advertisements, short weights, selling gross for net and other deceptive customs. Mr. Farrell particularly attacks the practice of selling by heap measure. He says that commodities that cannot be satisfactorily sold by stricken measure, that is, by giving a definite number of cubic inches to the bushel, quart or pint, should not be sold by dry measure at all, but by weight.

Summarized Market Conditions.

Tea steady and unchanged, with some holders making concessions. New Pingsueys have opened 2½ cents above last year.—Coffee somewhat improved, but still dull. Feeling in Brazil firmer. Milds very dull. Lower grades of coffee very dull and heavy.—Sugar unchanged both as to raw and refined. Still some cheap sugar about.—Dried fruits all dull, with prunes slightly easier. The balance of the line steady to firm.—Pink salmon firm and tending higher. All Alaska salmon firm; demand good.—Domestic sardines firm and rather scarce.—All canned vegetables, mainly tomatoes, corn and peas, steady to firm; moderate demand.—Wheat somewhat higher on account of bad crop reports.—Flour firm but tending higher and dull.

THESE MANUFACTURERS WILL GRATUITOUSLY SEND RETAILERS ADVERTISING AND DISPLAY MATTER.

(Continued from page 8.)

The O. & W. Thum Co., Grand Rapids, Mich. Furnishes show cards, chandelier cards; also window trims—six pieces, on paper, in colors. One show card is sent in each case of 250 sheets. Tanglefoot Fly Paper.

The Southern Cotton Oil Co., 24 Broad street, New York. Furnishes recipe books, cut-outs, window transparencies, complete window trims, envelope stuffers, electros, lantern slides showing dealer's name, and other dealer-helps. Wesson Snowdrift Oil.

Loose-Wiles Biscuit Co., Long Island City, New York. Furnishes cut-out displays, store hangers, magazine advertisement reproductions, bill boards, sampling lists, and attractive blank cuts for retailers' advertising.

Buffalo Specialty Co., 375 Ellicott street, Buffalo, N. Y. Furnishes window trims, newspaper electros, letters and circulars for dealers to send out to their customers. Liquid Veneer.

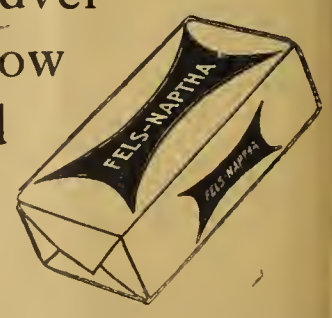
William J. Moxley, Inc., Philadelphia, Pa., will send to all dealers handling their butterine window trims, cut-outs, empty cartons, moving picture slides, quarter-pound samples and much other material of use in advertising and exploiting the goods.

The Hill Bros. Co., New York, will supply, advertising Dromedary Dates and Cocoanut, framed date signs, date hanger, yellow crepe paper, empty date cartons, cocoanut hanger and all material necessary for window displays.

Pin your faith

to the uniform good *quality* of **Fels-Naptha.** Merit, advertising, and a suggestive, helpful word to women, now and then, keep it always a progressive, dependable and favorite seller in *your* store.

Fels-Naptha soap *does* just what the wrapper's directions tell.



The merchant who says nowadays that he doesn't believe in nationally advertised goods is saying in effect that he doesn't believe in electric light and trolley cars.

Nationally advertised goods are the goods for a retailer to sell. He can't get away from that. We agree that there is one condition—"provided he can get a profit on them." There isn't any doubt about the profit—there is always some brand of nationally advertised and nationally wanted goods that pay a profit.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Getting Customers for Chain Stores.

Did you read that piece in the G. W. a month or so ago about a grocer that bought a lot of stuff cheap off the manager of a chain store that was next door to him? It was his scheme of beating the chain store and it wasn't so bad, was it? Except that it was a cinch that the manager was robbing his people, which maybe ain't the best thing to be mixed up with.

I've run across something that beats that. I got up against a grocer last week that can't say enough against the chain store, specially one that's only a couple of doors away from him, and yet he goes in there every day and borrows stuff that he's out of! How's that for high?

Gee, wouldn't you think he'd have too much pride to do a thing like that? Seems to me I'd starve to death before I'd blackguard a man behind his back and then go ask favors of him. That's being cheap to the limit!

However, this particular grocer would borrow of anybody. I don't know what in thunder's the matter with him. Sometimes I think he's plumb crazy. His business is slipping away from him over night. It ain't only the chain store that's taking it, but everybody else in the neighborhood.

He never seems to have what people want. To look at his stock it seems all right. His shelves ain't bare or anything like that. But I ain't been there once in the last six months, but somebody's come in for something that he's "just out of at the moment." That's his regular spiel, "just out of at the moment." He always agrees to get it, and does get it—borrows it all around the neighborhood.

I'll be blamed if I'd lend stuff to him all the time. I'd lend anybody once in a while. Everybody's likely to get in a hole. But as a regular thing—not on your life. If I had a store near that fellow, and was competing for the business, and I saw he was using me as a warehouse, he could go hang for all me. I don't believe anybody's called on to do a thing like that.

That's cutting a steak off your own rump, that's what that is.

And as for that chain store, I'd see him pickled before I'd lend a box of matches to a fellow that run me down like that.

I've heard that very grocer give that chain store the juiciest advertising it could ever have! Advertising that it couldn't buy with a peck of diamonds. He thought he was putting nails in its coffin. He was right about the nails and he was right about it being a coffin, but it was his instead of theirs.

And I've heard a whole lot of other grocers do the same thing. You wouldn't believe what chumps they are about that.

Here's something that happened right in the store I'm telling about. You know the chain stores are great people to sell Lea & Perrins sauce for 19 cents. There ain't one of 'em that don't do it, far as I know.

This grocer sees red whenever you mention a chain store. He's dippy about 'em—thinks they ought to be set on fire. (When he ain't borrowing of 'em). And he'll talk for an hour against the chain store to anybody who'll listen.

One day there was a woman in his store buying goods. I heard her give her order—there was a bottle of Lea & Perrins in it, that he always got a quarter for.

Some way he got started on the chain store while he was waiting on her. And in a minute he was on high gear, shooting along at 70 miles an hour.

"They're murderers, that's what those fellows are!" he said, "just plain murderers! They'll take a piece of goods and cut the life out of it, just to hurt us regular stores. If it wasn't for folks like you, Mrs. Simons, that stand by us, I don't know where we'd be. Why just to show you what they do, there's Lea & Perrins sauce. They sell that for *nineteen cents!* Just think of it—*nineteen cents*! Why I pay more than that for it! It's just a bait to get people in so they can stick 'em on something else. Why—"

"Do you mean that they sell the same sauce for 19 cents?" asked Ma Simons.

"The very same!" said this poor fish. "It's not right! I—"

"Well, if that's the case you cross that out of my order," said. "I've got to save all money I can. Just send me the of the things and I'll get the sa in there."

Could you blame her? The only one to blame and that's darned jackass that told her al it. She hadn't known anytl about that before!

That fathead got a new custo for a chain store, just by shoo off his fool mouth. Holy cats, it does make me mad!

It's all right to talk against chain store, if you've got anytl against it, but do it to wife.

THE STROLLE

Boston Stores Join to Cure "Retu Goods" Evil.

Twenty-two large concerns in ton, including all the department s and most of the dry goods spec stores, have joined a movement to rect the long-endured abuses of "return goods" privileges, and it cost them only about $5,000 to from the old system to the new, ed

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

"I Don't Feel Good."—When you say that your grammar is at fault, unless you mean to infer that you feel *morally* bad—a confession that few of us are willing to admit—publically.

For those who have not manifested the real life, it is easy enough to coax yourself into the thought that you are sick. For a big strong, healthy fellow to admit he is sick is a sign of weakness, especially when it's a habit.

* * *

The matter is you have flopped. You need shaking up. Your feet and legs ache because activity has stopped. Interest has waned. You're resting all over yourself and your main support is a tea bin. I can see you as plainly as though you were leaning now against this library table. Lots of fellows get that way of their own accord, but it's blamed on the weather or the need of a "change," or worst of all, overwork.

* * *

Man alive, work is the greatest antidote in the world for "I don't feel good." Haven't you ever been pushed into a gymnasium with the rest of the bunch when a stretch on the couch was the one thing on earth that you thought would do you the most good? Haven't you come out of that "gym" fe like a fighting cock?

The same result exactly when tackle work in the store bowed with that tired feeling. It isn't feeling at all. It's a lazy fit.

* * *

So don't be going to the boss telling him you don't feel good. an unworthy admission to make classes you with the quitters, an fellow who pretends to have goo blood running through his veins to be called a quitter.

If no big work is at hand, tip fingers on the floor a few times wi bending the knees. That's what we to do, you remember, when we st "training."

When you allow a lazy fit to on you not only stop useful ph work, but you stop brain action as so you become dead wood, and wood is intolerable. Let no amb clerk cease to be a producer. men get to that point they go fast.

Listen to Tennyson:—

Men, my brothers; men, the wo
ever reaping something new,
That which they have done but ea
of the things that they shall d



The Ham Question

¶ More consumers are dissatisfied with the ham they get than with anything else in the grocer's line.

¶ Good ham is sweet, with a tangy saltiness, tender and close fleshed. Fried or broiled, it's as sweet as a nut, and if everybody could get that kind they'd eat ham ten times as often.

¶ The average ham is stringy and briny and tough. It doesn't suit it all, but by and by a lot of consumers come to believe all ham is like that.

¶ **Vogt's Liberty Brand Hams** are not like that. They are precisely the kind of hams we described in the second paragraph. It would be foolish to say this if it wasn't true, wouldn't it? You'll be glad you got in touch with **Liberty Brand Hams** and so will your customers.

¶ We are advertising them to your customers, by the way.

F. G. Vogt & Sons
INCORPORATED
30th and Race Sts.
Philadelphia

ing the public sufficiently to protect it from being "shocked" by the transformation. The new system went into effect on July 1st. For many years the evil of returning goods to the stores, after giving them fair and unfair trials, has grown until it reached the point of an intolerable abuse. One of the large stores claims that it cost the concern $200,000 a year, and, of course, this loss has to be distributed eventually among the customers. Another Boston department store spent $10,000 last year on the single item of cleaning goods that had been sent out on trial and were returned by customers. In another instance it is reported that of the total sales for one day 20 per cent. represented goods that the customers returned later—these 20 per cent. being conditional sales made subject to approval after mature deliberation at home. The Boston stores now work under the following rules:—

Any article of merchandise which for some good reason is to be returned to a store, must be returned within a reasonable time—six business days.

No articles will be accepted for return unless they are substantially in their original condition; neither will merchandise of any kind which has been used or worn be accepted for return unless defective, or not as represented.

The sales check must accompany all returnable merchandise.

Gifts of all kinds (Christmas, wedding, birthday, etc.) if returned will be accepted only in exchange for other merchandise.

All goods cut from the piece at the request of the customer that would have remnant value only are returnable at one-third of purchase price.

Uniform tags will be used on articles bought with the privilege of returning. If such tag has been removed from an article it will not be accepted for return.

The following articles, for legal, sanitary or other reasons, cannot be exchanged or returned:—

Garments that have been altered for the purchasers and which are not salable. Shoes which have been altered, buttons reset, worn or damaged.

Combs, hair brushes and tooth brushes.

Hair goods and hair ornaments.

Rubber toilet articles.

Women's hats which have been made or trimmed specially to the customer's order.

Veiling, neckwear, books, bedding and mattresses.

All merchandise which has been made to order or specially ordered and which is not regularly carried in stock.



That Novelty in
Mapleine Flavoring
not found in any other flavor. Has more uses than other flavors---used for ice cream, in cakes, in icings, in candies, etc.
Your Customers Will Be Pleased
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.



A Letter to the Groceryman.

Everybody being out, and Bobbie and Dorothy having taken possession of their father's office, Bobbie proceeds to do business.

"You're my st'nogofer," he says to Dorothy. "Take this dictation." And Dorothy, at the typewriter, takes this letter:

"Mr. Groceryman: Send me and Dor two packages of Strawberry

"J-E-L-L-O"

and two packages of Orange Jell-O and two packages of Raspberry Jell-O, and send real Jell-O and not that other kind."

That is a business-like letter and it shows for one thing, that Bobbie knows what he wants—"real Jell-O"—and doesn't want to take chances with anything else instead, as some other people do.



Jell-O is always put up in packages bearing the word JELL-O in big red letters on the front.

The grocer who sells Jell-O certainly has a chance to turn his Jell-O customers into very profitable customers, if the old saying is true that "A pleased customer is a good customer."

THE GENESEE PURE FOOD CO., LeRoy, N. Y., and Bridgeburg, Ont.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

CRUBRO

CRUIKSHANK BROTHERS CO. PITTSBURGH, PA.

PURE FOODS

The "Crubro" line is planned to include the **fastest selling** and **most popular** Pickles, Jellies, Apple Butter, Ketchup, Spaghetti, etc. The goods are right, the packages are right, and your profit is right. It will pay you to stock our line in **full** and **feature** it.

Write for prices.

Cruikshank Bros. Co.
Pittsburgh, Pa.



373.—Who Stands the Loss When Your Check is Raised?

In a recent article I discussed an exception to the rule that a bank that pays out a depositor's money on a forged check is liable for it. The exception was a case where the depositor had by some act of carelessness opened the way to the forgery.

The case brought forward by the following letter is somewhat different:—

New York, N. Y.

This firm is facing a very serious loss by reason of the defalcation of a confidential clerk, and I should like to have your opinion as to whether there is any way out of the mess, so that we can avoid the loss.

We have had a confidential clerk in our employ for several years. He did most of our everyday banking business, and made out checks to go out, which were signed by a member of the firm. He was taken sick recently and it became necessary to put a substitute on his books. He found out by accident that he had been for several months adopting a very simple method of raising checks. Each Friday we draw a certain sum of money for the office pay roll. He would make out the check for the correct amount, bring it to a member of the firm to sign and then take it to the bank himself to be cashed. Before he got to the bank he would raise the check an even hundred dollars, putting this in his pocket. When the bank returned the cancelled checks at the end of the month he would take out these raised checks and alter them back again to the proper amount. The defalcation will amount to about $4,000. Are we liable in this case or is the bank that paid out the money?

We have never used a check protector, so that the plan was easy. Needless to say, we shall use one from henceforth.

E. T. R. & Bros.

Upon such a state of facts as this, my judgment is that the bank that paid out this money is liable for every cent of it; that is, for the amount by which the checks were raised. The case is bound by the fundamental rule, before spoken of, that a bank is held to the very highest degree of care as to its depositor's money. It agrees to hold that money safely and to pay out only such sums as the depositor himself orders paid out. In the case cited above, it paid out $100 more each week than the depositor ordered paid out, and its absolute innocence in the matter does not relieve it from liability. There is no evidence in the above statement of facts that the depositor was himself negligent, and he would therefore have a right to demand that the bank pay him back every cent. The bank would have no defense, as I see it, for the following extract from a leading English case is the settled law practically everywhere. In this case the check had originally called for £3, and the clerk had raised it to £200:

The banker or the depositor of the customer's money is bound to pay from time to time such sums as the latter may order. If, unfortunately, he pays money belonging to the customer upon an order which is not genuine he must suffer, and to justify the payment he must show that the order is genuine, not in signature only, but in every respect. This was not a genuine order, for the customer never ordered the payment of the money mentioned in the check.

As I have before explained, banks always examine these cases with a microscope to see if they cannot convict the depositor of negligence. If they can, they are relieved, and the loss falls on the depositor. In the above case there was no negligence. The check when brought to the partner to sign was for the correct amount. When it got back to the partner at the end of the month, cancelled, it still called for the correct amount. Naturally there was no reason for suspicion.

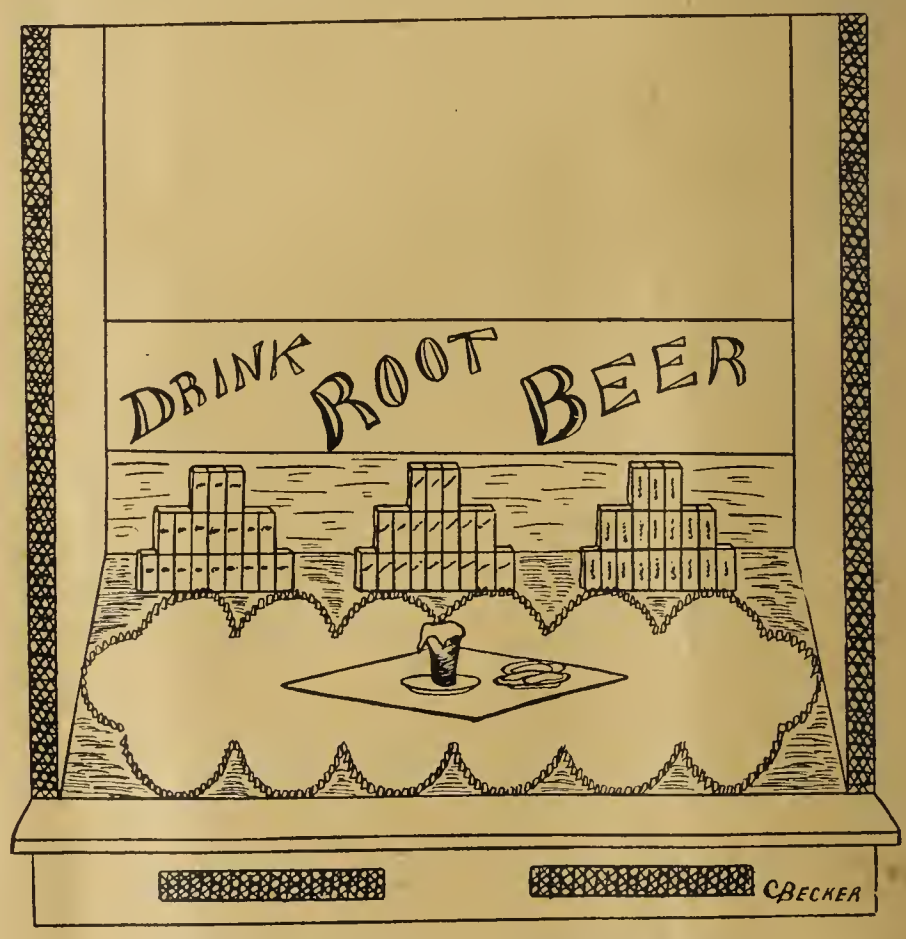
But if the clerk had not been sharp enough or quick enough to alter the check the second time, and it had gotten to the partner, after cancellation, calling for $100 more than it should, and the partner had overlooked that, he would be guilty of negligence and the bank would almost certainly go free. For the law holds it to be a depositor's duty to examine the bank's statement and the cancelled checks, when they come back, and if anything is wrong, to promptly notify the bank, so that it will not make the same mistake again.

I have never yet had a case of this sort brought to me without finding some way in which the loss might have been avoided. Usually it is a very simple and very inexpensive way. In the case submitted to me an effective check protector would have stopped the whole thing. The partner would simply have had to make sure that the check was made out for the correct amount, and that the protector had been stamped in. No raising would then have been possible. This is so obvious that some day the courts are going to rule that the failure to use such complete protection is negligence. They have not taken this advanced position as yet, but I shall be surprised if they don't do it eventually.

(*Copyright, July, 1916, by Elton J. Buckley.*)

Question: M. S. O., Curtisville, Pa.—A man by the name of Frank

Weekly Window Display Suggestions



Root Beer Display.

This makes a very neat display and is especially good at this season. This looks well done in two shades of green. First cover the bottom of the window with dark green crepe paper, then measure a width of light green crepe paper the length of the window, scallop the edge and place it on the dark green paper. Arrange corks around the edge of the scallops. In the center place a linen napkin and on this display a glass of root beer and a plate of Nabiscos or ladyfingers. Fill the glass almost to the top. Cut a round piece of pasteboard to fit over the top of the glass. Place some cotton on this to imitate foam or froth, pull one or two ends of the cotton so as to appear as if it were running over; the pasteboard is to keep the cotton free from touching the root beer. In the rear arrange pyramids of the different brands of extract. Run a width of the dark green crepe paper across the rear at the bottom and a width of the lighter shade above this. Letter in black as shown in illustration.

Domanskie owes me a bill of $26 for groceries. I had a suit brought against him and the case was tried before Squire McGill. The man was given to a certain date to pay the bill or put his property on constable's sale, but through the advice of the constable to wait for a couple of months until he paid his mortgage ($1,300). He has now taken a mortgage for $1,000 again and has done nothing in regards to paying me my money. I have notified the constable and I have not received a reply from either.

Answer.—This inquiry is scarcely clear. If you can't collect, record your judgment in your local court, which will make it a lien on the real estate. It will draw interest, and you will have security.

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Pennsylvania Organization Notes.

New Castle Retail grocers picnicked at Cascade Park on Wednesday, July 19th. This is the big event of Lawrence County.

* * *

Coatesville has organized a Chamber of Commerce, with 300 members. It will at once start on an advertising campaign to boom this busy iron city.

* * *

Every retail merchant in Pennsylvania is cordially invited and urged to attend the annual convention of the Retail Merchants' Association of Pennsylvania at Bradford August 22d, 23d and 24th. Every privilege will be accorded the visitors, except the right to vote. This is an opportunity to get together and to become acquainted, and better still, to study the needs of the retail business man.

* * *

There will be a county convention of the merchants of Schuylkill County at Minersville on Tuesday, September 7th. Minersville merchants will hold a picnic on July 20th.

* * *

Mr. Smedley addressed the newly formed Lancaster Retail Grocers' Association on the evening of July 11th. The meeting was held at the rooms of the Chamber of Commerce and notwithstanding the heat, was well attended. This association is making rapid progress. It is establishing a credit rating and collection system, is planning for a full-page weekly advertisement in the daily newspaper to advertise the independent stores and will hold a big picnic at Hershey Park on August 16th.

* * *

The Lock Haven Business Men's Association automobile trip was a big success and was participated in by almost 100 of the members. Towns visited included Hemington, Mill Hall, Bellefonte, State College, Centre Hall, Penn's Cave, Milroy, Reedsville, Selins Grove, Sunbury, Danville, Bloomsburg, Milton, Lewisburg, Montgomery, Muncy, Montoursville, Jersey Shore and Williamsport.

Meetings were held at several of the towns and at Williamsport the tourists were entertained at a smoker and the Sunbury merchants provided a theatre party and luncheon. The trip enabled the business men to form many new acquaintances and to advertise Lock Haven most effectually.

* * *

The business men of Phillipsburg, Pa., to the number of fifty, a detail of Boy Scouts with advertising matter and the City Band, made a two-day excursion by automobile on July 11th. Twenty-seven towns were visited in Centre and Clearfield Counties, all within a trading radius of Phillipsburg. It was officially known as a "Know Phillipsburg Better Tour."

* * *

Mr. Smedley addressed the Barnesboro Board of Trade on July 17th.

* * *

The official programme for the State convention is about ready for the printer. It is a good one.

* * *

Pittsburgh grocers have elected the following delegates to represent them at the State convention: D. E. Durbin, C. A. Bell, W. G. Bartlett, H. F. Donnelly, J. V. Loughran and Mrs. Ward. Alternates, H. M. Studt, Harry H. Spohn, Geo. Dryden, Chas. Washter, Geo. H. Tummon and Bernard Buesker.

One of the speakers at the convention will be Mr. R. C. Mason, of the Service Promotion Department of the Bell Telephone Co.; another headliner will be Fred Mason, Esq., of Niagara Falls, who will speak on "Salesmanship."

* * *

Scranton Retail Merchants' Association has elected as delegates to the convention Wm. Farrell and Charles G. Rosar.

How One Town Fights Flies.

The town of Merrill is to have a "Fly Week." A committee has offered prizes for the best fly traps made by the boys of the city or others who are interested. A first prize of $5, a second prize of $3 and a third prize of $2 have been offered. The traps may be made of any combination of material suited for the purpose. A committee has been selected to judge the traps and award prizes. The traps will be located where the flies gather in large numbers and the traps catching the most will receive the above prizes.

BURK'S

Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S

Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

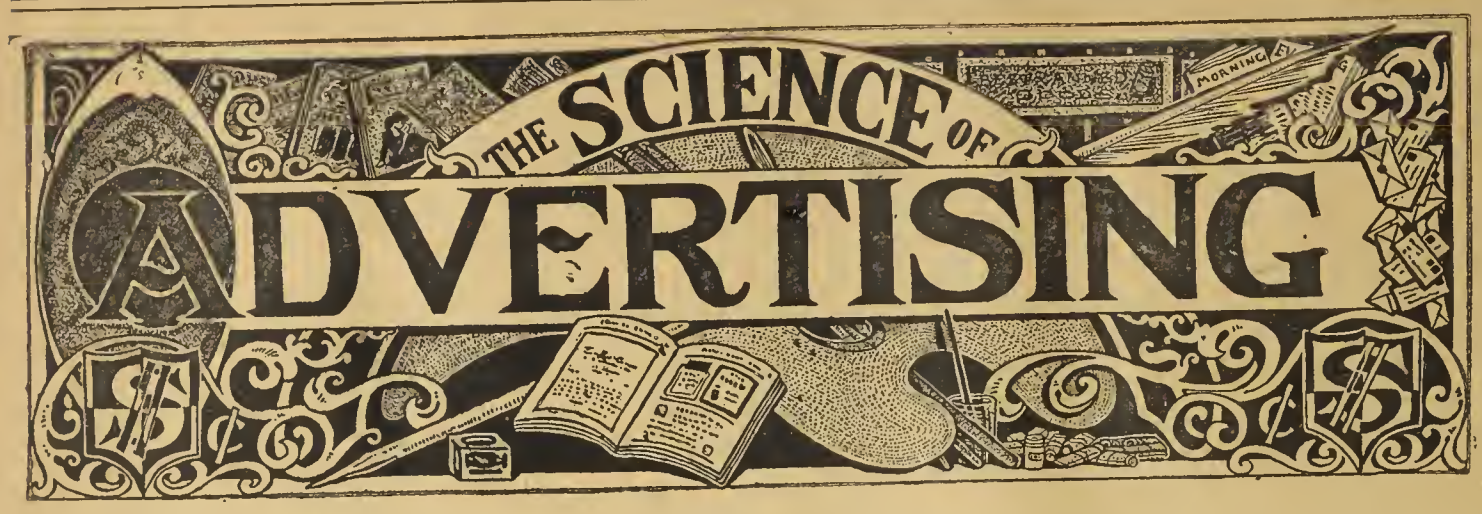
The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and LUNCH ROLL were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA



I have from Solomon Mann, grocer, Plainfield, N. J., a clipped advertisement which he used in his local paper some time ago. It measured six inches double column, and is here reproduced:—

Extra Special—Extra Fancy New York State Hand Picked Genuine Baldwin Apples; 2½-inch size; just secured a special lot, which I want every friend and customer to buy at least a basket of them while they last. The best bargain for this year; value 90c; special, per basket 65c

Pony basket, 33c; 4 qts. for 20c; 3 lbs for 10c. Buy! Buy! Buy!

S. MANN THE BIG CORNER GROCERY
921-923 W. Third St.
WE GIVE S. & H. STAMPS Phone 1993

Specials for Friday, Saturday & Monday

California Hams, nice and lean; average 5-7 lbs; lb 12½c
Pigs' Feet, special, 3 lbs for ...10c
Pure Leaf Lard; reg. 15c; special, per lb 12½c
Pork Goodies, Taylor's; average 2 lbs; special, per lb 22c
Pigs' Tails, special, lb 8c
Eagle Brand Condensed Milk; special, per can.....12½c
Taylor's Pork Roll, by the bag; special, per lb 21c
Spare Ribs, 2 lbs for 25c
Pet Brand Evaporated Milk, 2 10c cans for 15c
Butter—Quality and Price; that's all; per lb 35c
Best Saur Kraut; reg. 5c; special, 3 lbs for 10c
Swift's Pride Laundry Soap; special, 8 5c bars for 25c
Best Yellow Granulated Corn Meal; 3 lbs for 10c
Finest Quality Asparagus; Carmelo Brand; reg. 30c; spec., can ...23c
Fresh lot of Oat Meal just received; 3 lbs for 10c
Finest quality Carolina Rice; reg. 8c; special, 4 lbs for 25c
10c jar of Good Jam for 7c
10c Tumbler of Pure Jelly for ..7c

Armour's No. 1 size Verybest Corn Beef; reg. 25c; special, per can 21c
Armour's Verybest Lunch Tongue; reg. 40c size; spec., per can ..33c
Extra Cholce Lemons, doz. 20c
Finest Jersey Cooking Potatoes; by the bag, $4.00; large basket .70c
3 5c cans of Evaporated Milk ..10c
3 5c cans of Best Oil Sardines ..10c
3 5c pkgs. of La France Tablets 10c
3 5c pkgs. of Soap Powder for ..10c
4 5c cakes Fels Naphtha Soap ..15c
4 5c Glasses of Mustard for ...15c
Have you tried our 3 for 25c Peas? They are certainly delicious.
Our new Dill Pickles that we have just opened are the talk of the West End; like home-made; dozen 15c
Large size can of Pincapple, sliced; Carmelo Brand; value 22c; special for 18c
Armour's Verybest Norwegian Sardines in pure Olive Oil; reg. 15c; special, 10 Stamps with 2 cans for 25c
Herbert's Best Flour—You can't beat the quality or the price; large 24½-lb cotton bag.....89c
Extra Sweet Florida Oranges; reg. 30c; special, per doz. 25c
Extra Fine Florida Grape Fruit; large size, special, each 5c

Remember the old saying, "A friend in need is a friend indeed." Who was your friend in need? I mean when you needed credit. When your husband was out of work or on short time or away from home. Who was your lean post? The same post will stand by you all the time. But play fair. The store that you pay cash and carry your things home will turn their back to you the first time you are short a dime on your purchase. Just try and convince yourself. We will charge to any person that can prove himself worthy. When you pay your bills, no matter how fresh or stale they are, we will give you S. & H. Green Stamps. We solicit and deliver to all parts.

If Mr. Mann would advertise everything in about the same persuasive way he advertises his "Extra Special" at the top, I feel sure he would get better results only now but in the future. I don't deny that price-list advertising can get business, sometimes it can get a great deal, but obviously it is business done on price alone, which is the kind of business anybody can do. Never forget that anybody can sell goods, if he'll sell them cheap enough. It takes a merchant to sell them at a profit.

I believe that Mr. Mann can give his advertising a better appearance if he would change its make-up a little. I shouldn't break it in two in the middle like that; it is confusing. As a matter of fact I thought at first that his advertisement was simply the small paragraph at the top, with the name and address. I believe it would be a good thing for him to adopt as his advertising trade name, the single word "Mann's." That would stamp the advertising with an individuality, and would save some space. He might arrange it something like this, and use it both top and bottom if he likes:—

MANN'S

921-923 W. Third Street

I should also have the printer use a different type for the body of the advertisement. He has used the same type that he uses for the text of his paper, which is apt to submerge the advertisement in the bulk of the paper and lose it. It ought to stand out, not only on account of the way it is designed, but on account of the very type used in it. It is a good thing to give a border to an advertisement like this, that consists of a mass of closely set type.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Court Issues Injunction Against Baking Powder Fake.

The United States District Court for the District of North Dakota has granted an injunction against Food Commissioner Ladd, of North Dakota, prohibiting him from condemning Calumet baking powder on the ground that it is a fraud. In the opinion, however, the court rather mercilessly roasts the Calumet Baking Powder Co.'s scheme of putting white of eggs in its powder and prohibits the company from using the fake water glass test by which it has falsely impressed thousands of consumers in the past. The following is from the opinion:—

> The Calumet Baking Powder Co. is a large manfuacturer of baking powder. In its product it inserts 15-100 of 1 per cent. of dried white of egg. This substance serves no useful purpose in the leavening quality of the powder, or in any article of food in which baking powder is used. Its sole object is to adapt's plaintiff's powder to the so-called "water glass test." The leavening property of baking powder consists of carbon dioxide gas. This is given off by all such powders when they are brought in contact with water. In dough the gas is sufficiently confined to cause the dough to rise. If, however, water alone is added to the powder, the gas is given off, and quickly escapes into the air unless some element is present to confine it. That is the object of egg albumen. It forms a thin, viscous layer, which confines the gas.
>
> The so-called water glass test consists in mixing two teaspoonsful of baking powder in a like quantity of water in an ordinary water glass. When this is done the gas is given off, the mixture foams and rises in the glass. In the case of baking powders which contain no egg albumen, a larger part of the gas escapes, and the mixture quickly collapses. In the case of baking powders which contain egg albumen, a thin, viscous film is formed on the surface by which the gas is confined, and the expanding mixture is made to register in the glass the quantity of gas contained in the powder.
>
> The addition of the egg albumen enables plaintiff and its salesmen and demonstrators to use the water glass test. This test does not show that plaintiff's baking powder is any better than it is in fact, but it does make it possible to cause all baking powders which do not use white of egg to appear, in comparison with plaintiff's powder, to be less efficient than they are. This is due to the fact that in plaintiff's baking powder the gas is confined by the egg albumen, whereas in other baking powders it is permitted to escape. Plaintiff's trade literature shows that it has made use of this fact for purposes of deception. This has not been accidental. On the contrary, salesmen and demonstrators are urged in the books put forth by plaintiff for their guidance, to use the water glass test for the very

urpose of accomplishing this deception. Instructions are specific as o how that result may be attained. Plaintiff's trade literature has been mproved to some extent of late in his particular, but I am convinced y the evidence that plaintiff and its gents have in the past made use of he water glass test for the purposes f deception and fraud. It is because the presence of white of egg makes this imposition possible that Professor Ladd, as Food Commissioner, has condemned baking powders containing that element.

In spite of the above, the court finds that the addition of white of egg is not technically in violation of the law, but it forbids any more use of the fake test.

"Free Service Bureau for Retailers"

ıe Interesting Plan Which Some Jobbers Have Launched to Help the Retailer Sell More Goods and at the Same Time Make the Jobber Stronger. Retailer Helped at Every Point.

Twenty-four wholesalers located St. Joseph, Mo., have organized at they call the "Free Service reau for Retailers" which is inesting enough to warrant some ention. We have received a nmunication from W. C. Griffith, rector, transmitting a statement arding the work of the Bureau. short, its work is to help retail- sell more goods and thus engthen the wholesaler's position the scheme of trade. Work of same kind is contemplated for coming fall by the organization Philadelphia wholesale grocers own as the Philadelphia League Wholesale Grocers.

Jobbers in all lines are members the Bureau. Particular attention given to helping retailers meet the il-order problem. Mail-order ods are bought and shown in the reau's offices side by side with ods sold regularly at retail in al stores. Printed matter inded to show retailers how to imve their condition in all sorts of ys is regularly issued to the rers of the territory. Besides s, special inquiries for advice and istance are answered. Here are ıe samples of the latter:—

I want to hold a clearance sale f seasonable goods that will bring ıe people in and have no bad fter-effects.

I want a display ad. for our telehone book that will call attention my stores in —— and —— and ring business to both of them.

Who has the selling agency for ıe Blank shoes now? I have some nes of these shoes, and want to ll up the lines so I can advertise ıem.

Our business is going down hill, ıd we don't seem to be able to op it. What shall we do?

We are going to run a half-page l. in the local paper. Will you fix ıe up, mentioning, etc.

Our 9-cent sale fell down last eek because of the rain. Shall e try it again, or some new stunt?

What kind of a bookkeeping sysm would you suggest for my siness?

We have no newspaper to adverse in, and want to get out form letters every week to educate the farmers to come to our store and get better prices.

What can you do to help a milliner? My busy season ends before my bills are paid. I have a good stock on hand. How can I turn stock into money to meet my bills?

We have changed from long-time credit to cash basis and want your help to stick to it.

I want to remove my produce department to the rear, so I can unload at the back door. Please suggest an arrangement.

I have $10,000 capital. How should I apportion my stock?

Over 700 merchants have visited the headquarters of the Bureau since it opened its doors. These visitors have been met by the Director and various members of the Advisory Board. Close attention has been given their personal needs. Advice has been offered. Suggestions have been made. Discussions of ideas brought to light by the Bureau in its contact with retail merchants the territory over were indulged in. The information collected has made it possible to furnish "mail-order" comparisons, ideas for sale bills, newspaper advertisements, window trimming, card writing, store arrangement, bookkeeping methods, cash to credit plans, premiums, trading stamps, rebates, how to handle merchandise, how to take inventory, how to figure overhead, how to interest the farmer, etc.

The jobbing houses that are supporting the Bureau are very enthusiastic about the results achieved thus far. When the two months of tryout had expired, they gladly renewed their subscriptions for another ten months. The best test of the efficiency of the Board is that merchants are buying more goods. The jobbing business of St. Joseph is the best it has been for ten years. Plans are under way for the extension of the service. A correspondence course for clerks is contemplated, and many other ideas.

What Are Your Ice Bills This Year?

If you use any refrigerator but **Howe's** they are 20% more than they have any need to be. That's a positive statement, and we're prepared to prove it.

The **Howe Refrigerator,** with its double air-lock door, will give you adequate refrigeration on 20% less ice than other refrigerators. Here's a matter that goes straight to your profit and loss account. Are you interested enough to write us that you want the thing proved?

Howe Scale Company

508 Market Street

Philadelphia

Get Higher Prices for Eggs!

If the eggs you ship your commission man were all perfect wouldn't you get higher prices?

Your shipper protects himself by "candling." Heretofore this has required an expensively built "dark room," but now

The Grant Egg Candler



makes it possible to candle in broad daylight and at very small cost. The man who buys only a few dozen a day not only needs to candle but can do so with the Grant machine. The loss you now take on a few cases will pay for a Grant Candler.

Shippers are tearing out their costly dark rooms and installing the Grant. All you need is the machine. It makes its own "dark room" anywhere. Write us about how many cases you buy and we will give you some valuable information that will help you get higher prices. We make seven styles suitable for every purpose. Ask for catalogue.

GRANT MFG. CO., 234 Broadway, **KOKOMO, IND.**

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Offer No. 134.

We have for sale one 120-account system. It is a Standard Account System, manufactured by the American Sales Book Co. Cost $25, will sell for $5.

C. W. RETTEW,
Fifth and Locust Sts., Lebanon, Pa

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks they will probably not move at all.



Window Displays Made Fr

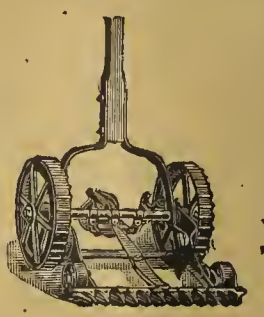
¶ We are building up a big dema for **Chase-O** by hundreds of poste walls, bulletins, throughout this te tory. A window display in your st (we will make it for you) will conn your store with our advertising. W you write us?

¶ **Chase-O** washes clothes alm alone. It is wonderful. Your jobb

CHASE-O MFG. C

Hancock and Columbia Ave., Philadelphia,

Clipper Lawn Mowe



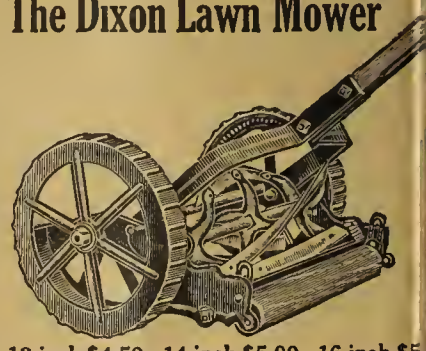
The Mow that will kill all t weeds in your la If you keep all t weeds cut so th do not go to se and cut your gr without breaki the small feeders roots, the grass comes thick a Weeds disappear

The Clipp Will Do I

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.
No. 2.	15-inch	5.
No. 3.	18-inch	5.
No. 4.	21-inch	6.
Pony Mower,	24-inch	13.

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5. 18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed Every Way and Dust Proof. Both the up and lower knives are crucible steel. Whe are 10 inches high and the gear is on the ins rim of the wheels, giving great power a speed. The real knife is 6½ inches in diar ter, has four blades. The lower bed knife crucible lip steel and fastened to floating kn bed. This bed knife bar rests on tie rod t holds the back ends of the mower rigi together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Clerk in grocery and general merchandise store, 18 to 25 years; must come recommended and not afraid of work; wages right. Address G. E., care Grocery World Publication Co., 927 Arch St., Philadelphia. 4

WANTED.—A general stores salesman who is at present employed and has held this same position for at least two years. Salary $800 to $900 per year, according to previous experience and record. Address C. E. Engel & Co., Union Bridge, Md. 7

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

FIXTURES.

FOR SALE.—One No. 11 McCray showcase refrigerator; cost $125. Also one American Slicing Machine; cost $255. Both nearly new; make offer. Address Fisher, 535 W. York St., Philadelphia. 5

STORES.

FOR SALE.—First-class general grocery store, very best location, doing a business of $12,000 a month; more can be done. Only those meaning business and have the cash need apply. Building contains meat market and is large enough to accommodate four families. Three-room cottage adjoins. Also have one five-passenger Abbott-Detroit touring car, 1916 model, forty-five horsepower, self starter; easy on tires; averaging twenty miles per gallon gasoline on rough country roads. Address Frank Horvath, Wyano, Pa., Box 98; Bell phone 115-R 14, Youngwood, Pa. 10

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—Established mercantile corporation, $10,000.00 capital, doing cash and credit business, all credit business secured with good collateral, big profits, new, up-to-date store fixtures, stock A No. 1, located in one of the oldest towns in South Carolina and in best farming sections of State. Best store building and best location in town. Prefer selling outright, but would sell half and give purchaser management of business. This is your opportunity. Owners have other interests and wish to engage in other business. If interested, address Corporation, care Grocery World Publication Co., 927 Arch St., Philadelphia. tf

FOR SALE.—Grocery and meat store, doing a very large cash business. Will sell fixtures to a quick buyer for $1,250, stock at inventory. Property can be bought for $6,000; seven rooms, bath and all conveniences. Address N. W. corner Park Ave. and York St., Philadelphia. 12

FOR SALE.—$1,400 will buy stock and fixtures of fine grocery and provision store in a fine residential section of Philadelphia; doing $400 to $500 weekly; a rare bargain; seller has other business which demands his time. Address W. S., care Grocery World Publication Co., 927 Arch St., Philadelphia. 5

FOR SALE.—A good, established general merchandise store in a growing town 2½ miles from Coatesville. A $9,000 business on a small stock, at inventory about $2,000. A pleasant house, rent very reasonable. Other business cause for closing out. Address J. W. McElhaney, Pomeroy, Pa. 5

FOR SALE.—General store, including building, fixtures, stock, etc. Best location, most modern improvements, splendidly established business, thriving industries. Stock at inventory. Building, with dwelling attached, at $5,000. Address H. M., care Grocery World Publication Co., 927 Arch St., Philadelphia. 5

FOR SALE.—Six-room house and grocery store, located in Carrick (Pittsburgh), Pa.; grocery established for fifteen years, oldest established business in Carrick; invoices $2,500; house is six rooms, all modern conveniences (bath, electric light, gas, outside buildings, including stable). Will sell for $10,000, part cash, balance to suit buyer. Retiring from business reason for selling. Address Jos. Englert, 443 Spencer St., Mt. Oliver P. O., Carrick, Pa. 10

MISCELLANEOUS.

FOR SALE.—11-12 doz. Crane's Kidney Pills; 1 doz. Cold Tablets; 1 doz. Liver Pills; 1 Enterprise Coffee Mill, No. 9; 1 Troemner 16-lb. Scale. Will sell cheap. Address K. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 4

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JULY 24, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Butter	4
Eggs	12
Flour	13
Fresh Fish	16
Provisions	20
Lard and Compound	21

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90

Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz. .90

Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin 1.55

Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin 2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and Indla, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Saimon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ..... per doz.	.75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz ..... per bbl.	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocba Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.16¾
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" imp., ½ gross	"	2.15
Floto's, improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl. per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

	Per lb.
Tub Butter—	
Creamery specials	.33
" extra, 60-lb. tubs	.32
" first, "	.31
" second, "	.30
" third, "	.36
" dairy, extra, bakers' use, 30-60 lbs	.26-.29
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-.34
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.36
Awltru	.34
Honebe	.32
Star or S. D., 1 lb., 20-50 lb. bozes	36
B. B., E. D., 20-50 lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.34
Sheaf ("400"), Elgin, 20-50 lb. boxes	.33
Sheaf	.32
White Rock	.36

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs	.10¼
" 16s, 30 lbs	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07⅞
Searchlight, hotel, 16s, 30 lbs	.06½
Peerless, hotel, 16s, 30 lbs.	.09½
Bright Light, 16s, 30 sets to box ..... per box	1 25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.85
Quarts	5.30
Pints	4 95
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.00
Jelly glasses, fluted, bbls. 24 doz ..... per doz.	.17

CATSUP.

Snider's—	Per doz.
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.90
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

—5—

CANNED GOODS.

:d Beans—
itter's ..... .95
& M., No. 2 ..... .95
mpbell's, 16 oz., tomato sauce or Boston style ..... per case 1.90
ider's, No. 2 ..... 1.40
n Camp's, No. 2 ..... 1.40
uikshank's, No. 2 ..... 1.35
einz's, No 2 ..... 1.40
g's Head, No. 3 ..... 1.35
tcory, No. 1 ..... .50
atoes—
ndard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .85
" " No. 3 ..... 1.10
Beans—
ndard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
ncy, small, No. 2 ..... 1.65
g Beans—
ndard, New York, No. 2 ..... 1.10
tra fancy, New York. No. 2 ..... 2.00
ncy, New York, No. 2 ..... 1.50
ndard, Maryland, No. 2 ..... .60
Kidney Beans—
ndard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... 1.00
—
ndard, New York, No. 2 ..... .90
ncy, New York, No. 2 ..... 1.00
ndard, Maryland, No. 2 ..... .80
" Maine, No. 2 ..... 1.25
ncy, Maine, No. 2 ..... 1.25
oe Peg, No. 2 ..... .85
noje grain, No. 2 ..... .75
—
ndard, New York, No. 2 ..... 1.15
ted, New York, No. 2 ..... 1.50
tra sifted, New York, No. 2 ..... 2.00
ndard, Southern, No. 2 ..... .75
ted, Southern, No. 2 ..... 1.00
tra sifted, Southern, No. 2 ..... 1.40
ndard, Indiana, No. 2 ..... .75
ted, Indiana, No. 2 ..... 1.00
tra sifted, Indiana, No. 2 ..... 1.40
ndard, Wisconsin, No. 2 ..... 1.10
ted, Wisconsin, No. 2 ..... 1.40
tra sifted, Wisconsin, No. 2 ..... 2.00
—
ndard, New York, No. 2 .....
" " No. 3 ..... 1.25
" New Jersey, No. 2 .....
" " No. 3 ..... 1.10
otash—
ndard, New York, No. 2 ..... 1.00
ncy, New York, No. 2 ..... 1.25
ndard, Maryland, No. 2 ..... .95
ncy, Michigan, No. 2 ..... 1.20
ragus—
tall, No. 2½ 2.00
dium, No. 2½ 2.20
rge, No. 2½ 2.50
ps, No. 1 ..... 2.25
pkins—
ndard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
ach—
ndard, Maryland, No. 3 ..... 1.05
Krout—
ndard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .70

California Canned Fruit.

cots—
tra, No. 3 ..... 2.75
" No. 2½ 2.25
tra Standard, No. 2½ 1.90
ndard, No. 2½ 1.50
ett Pears—
tra, No. 3 .....
" No. 2½ 2.50
tra Standard, No. 2½ 2.30
ndard, No. 2½ 2.15
e Cherries—
tra, No. 3 .....
" No. 2½ 2.90
tra Standard, No. 2½ 2.75
ndard, No. 2½ 2.40
es, Lemon Cling, Sliced—
tra, No. 3 ..... 2.95
" No. 2½ 2.00
tra Standard, No. 2½ 1.75
ndard, No. 2½ 1.50
es, Lemon Cling—
tra, No. 3 ..... 2.95
" No. 2½ 2.00
ra Standard, No. 2½ 1.75
ndard, No. 2½ 1.50
es, Yellow Crawford—
ra, No. 3 ..... 2.80
" No. 2½ 2.00
ra Standard, No. 2½ 1.70
ndard, No. 2½ 1.40

Eastern Canned Fruits.

es—
w York State, No. 3 ..... .90
" " No. 10 ..... 2.75
berries—
yrup, No. 2 ..... 1.35
water, No. 2 .....
ies—
ite Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
es—
ple, No. 3 ..... 1.35
onds, No. 3 ..... 1.15
No. 3 ..... .85
—
tlett, Extra Standard, No. 2½ 2.00
fer, syrup, No. 3 ..... 1.15
water, No. 3 ..... .90
s—
vy syrup, No. 2½ 1.25
nt syrup, No. 2½ 1.00
erries—
ne, in water, No. 2 ..... 1.40
berries—
ra preserved, No. 2 ..... 1.80
served, No. 2 ..... 1.60
rater, No. 2 ..... 1.20

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Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard, No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel In Ollve Oil, ¼s, 100s	15.00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	.....
Boneless and peeled, ¼s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	18.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, ollve oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, ollve oil, 100	11.00
"Herringlets," ollve oil, 50	7.50
Boulllon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—
Compressed, No. 1, key, 2 doz 2.40
" No. 2, key, 1 doz 4 45

Chipped Beef.

Armour's—
Shield, No. ½, 2 doz. 1.50
" No. 1, 2 doz. 2.50
Veribest, tins, small, 2 doz 1.65
" " large, 1 doz 2.65
Libby's—
Peerless, small, 4 doz ..... .95
" medium, 2 doz 1.40
No. ½, glass, 2 doz 1.85

Sausage.

Armour's—
Vienna style, No. ½, 2 doz ..... .92½
" No. 1, 2 doz 1.85
" No. 2, 1 doz 3.70

Sliced Beef.

Armonr's—
Glass, small 1.65
" large 2.65
Swift's—
Premium, No. 2, glass 3.50

Loaf Goods.

Armour's—
Beef, No. ¼ 1.40
Chicken, No. ¼ 2.25
Ham, No. ¼ 1.40
Veal, No. ¼ 1.40

Roast Beef.

Armour's—
No. 1, 2 doz 2.40
No. 2, 2 doz 4.50
Libby's—
No. 1, 2 doz 2.20
No. 2, 1 doz 4.32½
Kingan's—
No. 1, 2 doz 2.50
No. 2, 1 doz 4.85

Lunch Tongue.

Armour's—
Whole, No. ½, 2 doz 2.05
" No. 1, 2 doz 3.60
Libby's, No. 1, 2 doz 2.70

Whole Ox Tongue.

Armour's—
Whole, No. 1, 1 doz 5.75
" No. 1½, 1 doz 8.45
" No. 2, 1 doz 9.20
" No. 2½, 1 doz 12.20
" No. 3, 1 doz 15.85
Libby's, No. 2½, 1 doz 11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—
Chicken, No. ¼, 2 doz 1.65
Libby's—
No. ¼, 2 doz 1.62½
R. & R., No. ¼, 4 doz 1.75

Boned Meats.

Armour's—
Chicken, No. ¼, 4 doz 2.15
" No. ½, 2 doz 3.45
" No. 1, 1 or 2 doz 6.30
Turkey, No. ½, 2 doz ....
" No. 1, 1 or 2 doz ....
Curtice Brothers' Blue Label, In tins—
Chicken, No. ½ 3.40
" No. 1 ..... 6.00
Turkey, No. ½ 3.40
" No. 1 ..... 6.00
Whole Rolled Ox Tongue, No. 2 ..... 16.00
Boneless Whole Ham, No. 1½ 9.50
" " No. 2½ 13.50
All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—
Readymaid Concentrated Soups— Per doz.
Twelve varieties, 10½ oz., 4 doz ..... .90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90
Campbell's, No. 18, 10½ oz., 4 doz.— Per case
Tomato 3.80
Other kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa— Per lb
¼-lb. tins, 6-lb. boxes ..... .33
½-lb. tins, 6-lb. boxes ..... .32
1-lb. tins, 6-lb. boxes ..... .31
Wilbur's Premium Chocolate—
¼ lb., 6-lb. boxes ..... .34
½ lb., 12-lb. boxes ..... .33
Wilbur's Sweet Clover Chocolate— Per box
48 cakes, 5c. size 1.55
24 cakes, 10c. size 1.50
Capitol, sweet, ¼s, 6 lb ..... per lb. .21
Walter Baker & Co.'s— Per lb
Premium, ½ lb., 12 lbs ..... .32
" ¼ lb., 12 lbs ..... .32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes ..... .25
German, sweet, ¼-lb., ⅛-lb., 6-lbs. ..... .21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs. ..... .27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs ..... .36
W. H. Baker's—
Best Cocoa, ½-lb. size ..... .35½
" ⅛-lb. size ..... .35½
Premium Chocolate, ½s, 12 lbs ..... .32
" ¼s, 12 lbs ..... .32
Best Sweet Chocolate, ½s, 6 lbs ..... .21
" " ¼s, 6 lbs ..... .21
Vanilla Chocolate, ⅛s, 6 lbs ..... .27
Hersbey's— Per box
Milk, 24s ..... .80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs. .27
" " ¼ lb. size, 6 or 12 lb. bxs. .28
" " ⅛ lb. size, 6 or 12 lb. bxs. .29
Blooker's Cocoa— Per doz.
Grand brand, ¼-lb. tins, 2 doz 1.88
" ½-lb. tins, 2 doz 3.50
" 1-lb. tins, 1 doz 6.50
" 5-lb. tins, 1 doz ..... per lb. .52
" 10-lb. bags, 100-lb. case " .50
Daalder's brand, ⅛-lb. tins, 12-lb. box " .40
" ¼-lb. tins, 12-lb. box " .39
" 1-lb. tins, 12-lb. box " .38
" 2-lb. tins, 12-lb. box " .37
" 5-lb. tins, 60-lb. box " .36
" 10-lb. bags, 100-lb. case " .35
Runkels—
Decorated Cocoa, ½s, 6 and 12-lb. boxes .... .39
Labelled Cocoa, ½s, 6 and 12-lb. boxes ..... .35
⅛-lb. cans ..... .37
Premium Chocolate, ½s, 6 and 12-lb. boxes .33
" ¼s, 6 and 12-lb. boxes .34
Dairy Milk Chocolate, 24 cakes to carton .... .80
Almond Bars, 24 cakes to carton ..... .80
" 12 10c. cakes to carton ..... .80
Vanilla Sweet Chocolate, 24 cakes to carton .80
" " ¼s, 6 and 12-lb. boxes ..... .29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes ..... .24
Vienna Sweet, ¼s, 6 and 12-lb. boxes ..... .23
Chocolatina, 24 cans to box 1.85
Lowney's— Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs ..... .35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs ..... .35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs ..... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs ..... .30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. In box ..... per box 1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins ..... .38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins ..... .37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins ..... .37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins ..... .38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes ..... .25
Nut Milk Chocolate, 48 5c. pkgs. In box, per box 1.65
Nut Milk Chocolate, 24 5c. pkgs. In box, per box 83
Almond Milk Chocolate, 48 5c. pkgs. In box ..... per box 1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30
Bensdorp's Royal Dutch Cocoa— Per can. Per	
12 lbs. in box.	
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-os. oval cans, 3 doz. in box ..... .18⅜	2.20
¼-lb. round cans ..... .29	3.48
1-lb. round cans ..... .57	6.84
60 lbs. in case. Per can. Peri	
5-lb. round cans 2.50	.50
Bensdorp's Cbocolates— Per	
6-lb. boxes, 24 boxes in case.	
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Cbocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56
Bensdorp's Cooking Cbocolate— Per lb.	
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30
Bensdorp's Turlnos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's— Per tln	
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18
Stollwerck's Gold Brand Cooking Chocolate— Per lb.	
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate— Per box	
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa— Per lb.	
No. 201, Gold Brand, ⅛-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 In a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1.32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—	
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream	
15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80
Butter, Parchment— Per pkg.	
9x12, 1000 sheets	1 18
Toilet— Per case	
Extra quality, 100 rolls	7.25
Good " 200 "	6.25
Butter, Wax— Per pkg	
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.63	.52
½ "	10M	.76	.63
1 "	8M	1.01	.83
2 "	6M	1 32	1.09
3 "	5M	1.58	1.30
4 "	4M	1.96	1.61
5 "	3M	2.27	1.87
6 "	3M	2.77	2.28
8 "	2M	3.22	2.65
10 "	2M	3.66	3.00
12 "	2M	4.28	3.53
14 "	1M	5.42	4.47
16 "	1M	5.80	4.78
20 "	1M	6 50	.....
25 "	1M	7.18	.....

Flour Sacks, satchel bottom— Plain	
Majestic Ex. Heavy per 100	
12½ lbs., ⅛ bbl	.55
24½ lbs., ¼ bbl	1.03
49 lbs., ½ bbl	1.87
No. 2, Manilla, light weight— Per lb.	
12 in. rolls	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾

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Silk Fibre, No. 1—	
9 in. rolls	.05
12 "	.05
15 "	.05
18 "	.05
20 "	.05
24 "	.05
30 "	.05
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.50
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., giass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3 00

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby) .	3.00
Gold (Tall) ..	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

	Boxes or Cans
J. S. Ivins' Son—	
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tln pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon.	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
7-lb. Tin Pails	
Chocoroon	.20
Fruit Dessert	.18
Package goods— Per doz.	
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz ..... per doz.	1.40
" " with horseradish .... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish .... "	.....

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Weln Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz ..... "	.48
" with horseradish, 2 doz ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, ... less	.....
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " ..... less than cask, "	.....
Roquefort ..... 12 in case, "	.....
" ..... less than case, "	.....
Parmesan, about 30 lbs ..... loaf, "	.....
" ..... less than loaf, "	.....
Edam, 12 in case ..... case	.....
" ..... single	.....
" in tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.....
" " ..... less than loaf	.....
" square loaves, No. 1, about 25 lbs. each ..... per lb.	23
Limburger, No. 1 ..... box and ½ box	.19
" " ..... less than ½ box	20
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.22
English Dairy ..... "	.24
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.25
Royal Luncheon— Per doz.	
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
Per box.	
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Pbila., 12 in box	1.90
Miniature Cream or Pbila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Tburinger, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weigbt ..... per lb.		.....
Weiner Wurstel, 16 in tin ..... per doz.		.....
" 8 in tin ..... "		.....
Imported Cervelat Sausage, Rolff's ..... per lb.		.....
Imported Frankfurters ..... per doz.		.....
Goose Breast, imported, marked weight, per lb.		.....
Pate de fois Gras, small ..... per doz.		3.00
American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29	.30
" (Diamond S.)	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami (Circle S.)	.29	.....
" (Diamond S.)	.28	.....
" (G. A. P.)	.....	.....
Landjager, short ..... per lb.		.35
" long ..... "		.....
Mortadella, dry ..... "		.....
Knackwurst, 25 in box ..... per box		4.75
" ..... per doz.		2.40
Tongue Sausage ..... per lb.		.22
Smoked Braunschweiger Liver Sausage "		.20
Lacbs Ham ..... "		.43
Petit Delicatess Frankfurters, plain. per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.		1.00
Lebanon Beef Balogna ..... per lb.		.22
Paprika Speck ..... "		.18
Mettwurst, half round ..... "		.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.		.35
Smoked Thuringer Blutwurst ..... "		.....
" Pfefferwurst ..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars ..	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trip2, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. palls ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. palls ..... per pail	.75
" 10-lb. palls ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ½ bbls	.....

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Marinirte Herring, imported, about 40 in pail ..	2
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry ..... per lb.	
Matjes Herring ..... piece	

Bismarck Herring.

Round tins, with key, pint .. .. per doz.	2
" " quart ..... per tin	
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	1
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand ..... per keg	
" 5-lb. pails ..... per pail	
" 10-lb. pails ..... "	
Cut Spiced, 10-lb. pails ..... "	
" 5-gal. keg ..... per keg	
Russian, in glass jars ..... per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg ..... per doz.	
Original package ..... per ⅛ bbl.	
Repacked, 5-lb. pails ..... per pail	
" 10-lb. pails ..... "	
" 5-gal. kegs ..... per keg	
" ½-lb. flat tins ..... per doz.	
" ⅛-lb. tall tins ..... "	
" 1-lb. tall tins ..... "	

Salt Sardellen.

Original packages, 1902 ..... per anker	
Repacked, kegs, about 8 lbs ..... per keg	
" pint jars ..... per doz.	
" large tumblers ..... "	
" small tumblers ..... "	

Russian Caviar.

1-lb. tins ..... per doz.	
½-lb. tins ..... "	
¼-lb. tins ..... "	
⅛-lb. tins ..... "	

German Dill Pickles—Regular

60-gal. casks, about 2000 ..... per cask	
50-gal. bbls., about 1200 ..... per bbl.	1
15-gal. kegs, about 500 ..... per 100	
10-gal. kegs, about 300 ..... "	
5-gal. kegs, about 150 ..... "	
10-lb. pails, about 50 ..... per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cu

60-gal. casks ..... per cask	
48-gal. bbls ..... per bbl.	
10-gal. kegs ..... per keg.	
5-gal. kegs ..... "	
10-lb. pails ..... per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb.	
Spitzkugein ..... "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins ..... per tin	
" small tins ..... "	

Pickles and Onions in Vinega

Mixed Pickles and Chow-Chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs ..... per bag	
Green Kern ..... per lb.	
Potato Flour ..... "	
German Dried Pears ..... "	
Dried Mushrooms ..... "	
Juniper Berries ..... "	
St. John's Bread ..... "	
Bay Leaves ..... "	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz ..... per doz	
" Club, 2 doz ..... "	
Red Edam ..... each	
Philo Cream, 1 doz. 10c. size ..... per doz.	
Elkhorn Pimento, 1 doz ..... "	

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

Staple Paste, 5-lb. cans.....per lb.	.33
es, in oil, 6 ring bottle.....per doz.	5.25
" 3 ring bottle..... "	3.25
Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
in Maraschino, glass, 1 doz.. "	7.00
owder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
owder, pints ..... "	3.75
4 oz ..... "	2 40
2 oz ..... "	1.50
Peas, extra fine .....per case	21.00
t's Irish Oatmeal—	
ans .....per doz.	3.35
ans.....per tin	.70
cans ..... "	1.65
& Palmer's Biscuit, packed 7 and 5 in a can—	Per lb.
Beurre.....	.33
r.....	.42
fast.....	.42
pper, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
ne jars, 4 doz.....	1.75
e Marquett Mushrooms—	Per case
choice.....	41.00
e, 100 tins.....	39.00
, 100 tins.....	36.00
—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
, pickled, small size.....	1.20
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
zed Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
lice, Rose's..... "	5.00
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
nco-American Food Co.—	Per doz.
s for invalids, all kinds, ½ pints, 4 doz.	1.40

LLON CUBES AND LIQUIDS.

ouillon Cubes—	
1, 100 cubes.....	1.70
50 cubes.....	.90
z. tins, 12 cubes eacb	2.75
Clam Bouillon—	
bottles, 1 doz.....	2.00
bottles, 1 doz.....	3.75
Tomato Bouillon—	Per doz.
ottles.....	6.00
bottles	9.00
jugs.....each	2.75
Oxo Cubes—	Per doz.
10c. size.....	.85
25c. size.....	2.00
100 cubes.. .....per 100	1.65
s Beef, Clam and Chicken Cubes—	
boxes, 12 cubes, 1 doz.....	2.50
m boxes, 50 cubes .....per tin	.90
boxes, 100 cubes..... "	1.70
s Concentrated Bouillon—	
ize 2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
16, ½ doz.....	25.00
s Tomato Bouillon—	
, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

s Solid Extract of Beef—	Per doz.
ize 2, 1 doz.....	4.45
4, 1 doz.....	8.20
8, 1 doz.....	15.90
16, ½ doz.....	29.75
Fluid Beef Extract—	
, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
.....	6.65
las	7.35
lal	6.75
ie	6.90
.....	7.15
's Best.....	6.65
dem	5.80
he West.....	5.75
.....	5.65
.....	6.35
.....	5.60
hite	6.90
Best.....	6.35
mperial.....	6.15

Prepared Flours.

Prepared Doughnut, Cake, Ginger- and Tea Biscuit Flour—	Per case
4-oz.....	1.44
8-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
ry Buckwheat, 36 2s.....	2.60
Pancake, 36 2s	2.60
pkgs	1.55
ima Buckwheat, 36s.....	2.60
Pancake, 18s.....	1.30

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.07½
New York State Marrows, new, bags about 2½ bushel	6.50
Michigan Pea, new, bags about 2½ bushel..	6.25
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic. 1 bushel bags.....	.....
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.12½
Less quantity	.13

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.02½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.02½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	2.50
No. 3, 100-lb. bags.....	2.50
Oatmeal—	
B, bbls.....per bbl.	5.61
B, 100 lbs.....per keg	2.71
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.35
" 90 lbs .....per keg	2.80
" 90 lbs.....per sack	2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¾
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

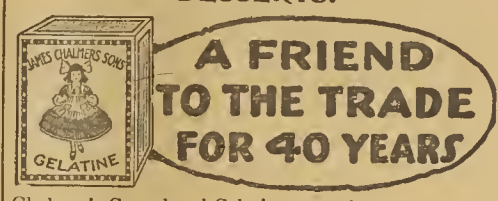
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.90
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.60
" " no china, 20s.....	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.60
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.75
Pettijohn's Breakfast Food, 18s.....	2.12½
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s.....	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	2.00
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10

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Sundries—	
Pettijohn's Bran Flour, 12s.....	3.80
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.25
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebacb.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spagbetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	170-190	27.00	14.10	7.25	1.60
Med Sbore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Spring Irisb, No. 3	330-380	20.00	10.60	5.50	1.25
Spring Irish, No. 4	400-450	19.00	10.10	5.25	1.20
Spring Irish, No. 5	450-500	18.00	9 60	5.00	1.15
Large Cape Shore	100-120	19.00	10.10	5.25	1.20
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Sbad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.15
Bass Native	-.15
Salmon, fresh.....	.18 -.20
Eastern Cod	-.11
Croakers	-.03
Large Hake	-.07
Haddock	-.07
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.12
Snappers	-.12
Eels	-.12
Rock Fish.....	-.....
Lobsters.....	-.37
Flounders	-.08
Large White Perch	.....
Sea Bass	-.06
Blue Fish.....	-.18
Porgies.....	-.07
Fresh Mackerel.....each	-.30
King Fish	-.10
Weak Fish	.07 -.10
Butter Fish.....	-.06
Tile	-.05

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway....bbls.		5.50
" ....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	
Poppy brand, California, 12 pkgs....per box	

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 Inch			1.25
No. 0, Tubular Lantern Globes....5 doz.			3.00
Cold Blast....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain....per doz.		.75	.85
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Dorlc, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons....3 doz. to case	2.85
" " ....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¾
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½
Packages not returnable.	

LIME.

	Per lb.
Chlorlde, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 3 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Ollves in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00
Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.	
Trois Croix, French, 8 ¼-gal. cans	12.00

Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Ollve Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

	Pe
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	Per b
Jumbo	1.
Fancy, hand picked	1.
Virginia, extra choice	1.
Big Nickel....100 cartons	4.

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16
10-gal. keg, 1300s	11
5-gal. pail, 650s	5
16-gal. keg, 3600s	19
10-gal. keg, 2200s	13
5-gal. pail, 1100s	6
16-gal. keg, 5000s	21
10-gal. keg, 3000s	14
5-gal. pail, 1500s	7
16-gal. keg, 7500s	23
10-gal. keg, 4500s	15
5-gal. pail, 2250s	8
Sweet Mixed—	
16-gal. keg	13
10-gal. keg	9
5-gal. pail	4
Sour and Dill—	
45-gal. bbl., 1800s	18
32-gal. bbl., 1200s	12
16-gal. keg, 600s	6
45-gal. bbl., 2400s	19
32-gal. bbl., 1600s	13
16-gal. keg, 800s	7
5-gal. pail, 250s	2
45-gal. bbl., 3600s	21
32-gal. bbl., 2400s	14
16-gal. keg, 1200s	7
5-gal. pail, 350s	2
Chow-Chow—	
16-gal. keg	10
10-gal. keg	7
5-gal. pail	3
Sweet Pickle Relish—	
16-gal. keg	13
10-gal. keg	9
5-gal. pail	4

VINEGAR.

	Pe
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distilled, white....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Emplre Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	20
Jersey Pork, butt....per bbl.	26
" family "	27
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs....per lb.	
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Should Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	

SCRAPPLE.

	Pe
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

	Pe
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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City Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	10.25
No. 5 tins	12 in crate	10.32
No. 3 tins	20 in crate	10.40
Compound—		Per lb.
Tierces and tubs, about 340 lbs		.12½
60-lb. tubs		.12⅝
10-lb. tin pails, 60 lbs		.12¾
5-lb. " 60 lbs		.12⅞
3-lb. " 60 lbs		.13

DRESSED MEATS.

City Dressed Stock—		Per lb.
Steers	.11	-.15
Heifers	.10½	-.14
Cows	.08	-.12
Veal Calves	.13	-.16
Extra Calves	....	-.18
Southerns and Barnyards	.10	-.12
Country Dressed	.13	-.15
Extras	.. ..	-.17
Sheep	.14	-.15
Extra Wethers	.....	-.16
Lambs	.15	-.17
Extra Lambs	.18	-.20
Hogs	.....	-.14½

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	each	-.80
Cow Tongues	.....	-.60
Calf Heads, scalded	.50	-.75
Sweetbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
Calf Livers	"	.25 -.30
Beef Kidneys	per doz.	1.25
Beef Livers		.10
Oxtails	per doz.	1.20
Hearts, beef	per lb.	.05
Rolls, beef		16.00
Tenderloin, beef, western		.22
Fresh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

Turkeys—		Per lb.
Frozen, Young hens and toms	.34	-.36
" Old toms	.30	-.32
" Common to good	.20	-.25
Fresh killed	.30	-.32
Broilers—		
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.40	-.45
Near-by, fresh killed, 2 to 4 lbs. per pair	.40	-.43
Frozen, 3 to 4 lbs. per pair	.35	-.38
Roasting Chicks—		
Frozen, 4 to 5 lbs. each	.27	-.30
" 3 to 3½ lbs. each	.27	-.29
Fowls—		
Fresh killed, 4 to 5 lbs. each	.22	-.23
" 3 to 3½ lbs. each	.21	-.22
Old cocks	.17	-.18
Long Island Ducks, fresh killed	.21	-.22
Squabs—		Per doz.
Prime, fancy, large	5.00	-5.50
Mixed	3.00	-4.00
Small and dark	2.00	-3.00

LIVE POULTRY.

Spring Chicks—		Per lb.
1½ to 2 lbs. each	.32	-.34
Large	.30	-.32
Fowls	.22	-.23
Old cocks	.....	-.14
Ducks—		
Young	.17	-.18
Old	.14	-.15
Turkeys	.24	-.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—		Per doz.
Ritter's, pure		.95
Fruit jelly, apple flavor, 30 lbs. full weight,	per pail,	1.20
Schimmel's, 8-oz. tumblers		.90
National, 16 oz., 2 doz		.90
" 3-lb. tins, net weight		2.20
Preserves—		Per lb.
Schimmel's, pure, 12-oz. jars, 2 doz.	per doz.	1.65
National, 30-lb. pails		.09¾
Southwark, 30-lb. pails		.07
Jams—		
Schimmel's, pure, 10-oz. jars, 2 doz		1.45
Southwark, assorted, jars, 2 doz		.95
Orange Marmalade—		
Hartley's imported, 4 doz		2.10
Schimmel's, pure, 2 doz		1.60
Fruit Butters—		Per doz.
Apple, Southwark, 30 lbs.	per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz.	per case	1.67½
" Schimmel's, 30-lb. pails	per lb.	.07
" " 3-lb. slip cover tins, 1 doz.	per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz.	per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz.	per doz	3.25
" Mother Cook's, No. 14, 2 doz.	doz.	.85
Peach, 30-lb. pails	per lb.	.07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.18
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

		Per lb.
Powdered, bulk		.12
Lump, bulk		.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs		3.40
5-lb. pkgs., 60 lbs		.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry... No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs		2.75
" boxes, 20 pkgs		.60
Gee Whiz, 100 pkgs		.60
Fleer's Chiclets, 3 lbs. bulk		1.23
Spearmint, 20 pkgs., 100 pcs		.60
Doublemint, 20 5c. pkgs		.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.06
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.65
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz. per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.15

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs.	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅜
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun	per gross 8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz.	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz.	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

	Per doz.
Orona Soap and Cleanser—	
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marsellles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Contl, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box, gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs., 200 cakes	4.00
" " " 50 pkgs., 100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

	50 lb.	6, 10, 25 lb.
B. Fischer's Finest Spices— Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz		.80
McCormick & Co., Ground—	Per lb.	Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.32
" large		.43
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	4.25
" 20 1-lb. pkgs	4.50
Hoosier, 40 1-lb. pkgs	3.50
" 20 1-lb. pkgs	3.65
P. Bros. Pulverized, bbls.	2.80
Hoosier Pulverized "	2.60

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03⅜
" " 8 5-lb. cartons	.03¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	4.25
" 48 3-lb. cartons	4.25
" 12 6-lb. cartons	5.25
Hoosier, 24 5c. cartons	.80
" 10 3-lb. cartons	3.45
" 50 lb. cartons	3.00
P. Bros., 50-lb. cartons	3.25

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	1.38
David's Liquid Glue, "	.90
" Mucilage, "	.75
" Cone General Mucilage, 2 oz., 1 doz, "	.40
Le Page's Glue, bottle, "	.75
" tube, "	.75
Royal Glue, 3 doz, "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb. .10½
Reels	
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Best, for confectionery, per cwt.	2.60

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½

Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per doz.
No. 100, Northern Queen, Protector	.....
No. 101, Tidal Wave	.....
No. 123, Seal Globe	.....
No. 126, Ruby	.....
Double Zinc—	
No. 56, Red Cross Swing, Protector	.....
No. 80, Double Seal Globe, Protector	.....
No. 85, Double Stag, Wide Head	.....
No. 687, Double Leader Swing, Protector	.....

Buckets.

	Per doz.
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	.....
" 12 qt	.....
Indurated Fibre	.....

Butter Dishes.

Wire ends, 1 lb, per 1000	1.30
" 2 lb, "	1.55

Clothes Pins.

5 gross, per box	.65

Mops.

O-Cedar—	Per doz.
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz.
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

Wood Handles—	Per doz.
No. 34, fibre, strap handles	1.25

Shoe Brushes.

With Handles and Daubers—	Per doz.
No 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per doz.
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	.....
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per doz.
7X, 10c. size	.95
8, Gray, patent fibre	1.55
18, All horse hair	1.90
21, " white tipped	2.25

TOBACCOS—PLUG.

	Per lb
Jolly Tar, 5, 10, 15 and 25 lbs	.40
Newsboy	.40
Old Honesty	.46
Piper Heidsick	.71½
Spear Head	.44
Standard Navy	.34
Toddy	.39
Vinco	.39
Town Talk	.32

SMOKING TOBACCO.

	Per gross
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.58
Yeast Foam, 1½ doz, "	.58

8.05
G R

Com P T.

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, July 31, 1916. No. 5

The best way for a retail merchant to learn to be courteous to his customers and thus increase his business and his popularity, is to begin by being courteous to his own family, so that courtesy may become a habit.

An Interesting Article With Examples, on Business Men's Stationery; What to Put on It and What to Leave Off.

Where Courtesy Comes In in Selling Groceries. Two Clerks Who Won Prizes for Answering the Question From Their Own Experience.

National Canner's Association Laboratory Thinks Most Ten-Cent Canned Goods Articles Should Be Raised to Fifteen Cents.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

"The Cereal Wonder"

that breaks all cereal precedents, that astonishes the oldest inhabitant by showing an unbroken record of increasing sales from year to year—

Shredded Wheat

That's because it is made right, is sold right and represents the best process ever discovered for making the whole wheat grain digestible in the human stomach.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co., Niagara Falls, N.Y.

Say to Your Customers USE HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Give Your Transient

cash buyer a chance. Sell him a coupon book and get all his trade. Hold your credit customers in check by having them use our

Indexed Coupon Books

Let our books relieve YOU of losses—forgotten charges—disputes—95 per cent. of your bookkeeping, etc. Will get the cash—hundreds of merchants have used them for years—there's a reason. All sizes—inexpensive—f. o. b. destination. Most convenient books made.

WE HAVE SOLD MILLIONS OF THEM

WE WANT YOU FOR A CUSTOMER
FREE SAMPLES ON REQUEST. ASK FOR THEM

J. P. FORBES, Forbes Building. **Coshocton, Ohio**



Don't Sell Unprofitable Wheat Cereals

Every grocer must sell at least one wheat cereal. Some wheat cereals actually cost him money to sell, instead of paying a profit.

Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant
AND
Grocery World

Published every Monday.

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Criticising a Retailer's Business Stationery

This Paper Gives Its Views on the Proper Way to Set a Merchant's Bill-Head and Letter-Head and What to Put on Them—From Samples Submitted.

The "Modern Merchant and Grocery World" has received a request from a Pennsylvania subscriber that we criticise his business stationery—letter-heads and bill-head:—

Swengel, Pa., July 18, 1916.

"Modern Merchant and Grocery World,"
Philadelphia, Pa.

Gentlemen:—Will you kindly criticise this and the inclosed letter and bill heads in your advertising department of the "Modern Merchant and Grocery World"?

Think we might as well send you one of our mimeographed letters that we send out weekly to our customers and leave you tear this to pieces at the same time.

We can ourselves see considerable room for improvement and this is always true after stencil is cut and the "proof" is before us.

We would be especially pleased to have your suggestions as to how to improve the appearance of the letter and billheads.

Yours truly,
W. L. Burd & Co.

Two letter-heads and a bill-head are sent, and for the general good we reproduce them here, in somewhat reduced size, make such comments on them as occur to us, and present them reset by an expert job printer on the same scale of size:—

Sample No. 1.

BELL and 59-7 ESTABLISHED 1891

W. L. BURD & CO.,

HAY, GRAIN, SEEDS, CASH DEALERS IN GENERAL MERCHANDISE, COAL, CEMENT, MYERS PUMPS.

Swengel, Pa., July 18,16

The type in which this is set is not considered a very good type for letter-heads, and it should never have been combined with the type in which "Cash Dealers in" is set. More than this, it is very clumsily arranged. We present our revision here:—

Bell and 59-7 ESTABLISHED 1891

W. L. BURD & CO.

Hay, Grain, Seeds — Cash Dealers in GENERAL MERCHANDISE — Coal, Cement, Myers Pumps

Swengel, Pa., July 18, '16

Sample No. 2.

WE BUY: HAY & STRAW; GRAINS & SEEDS; POTATOES & APPLES; SMOKED MEAT & LARD; BUTTER AND EGGS; DRIED FRUITS; OLD RUBBER & METALS; FOR CASH OR TRADE

WHETHER YOU WANT TO BUY OR SELL SEE US
A SQUARE DEAL TO ALL

W. L. BURD & CO.,

CASH DEALERS IN
GENERAL MERCHANDISE

MORE GOODS FOR SAME MONEY
SAME GOODS FOR LESS MONEY

WE SELL: COAL & CEMENT; CRUSHED LIMESTONE; FENCINGS PITTSBURG PERFECT; IRON PUMPS MYERS; PLOWS WIARD OLIVER & SYRACUSE; ROOFINGS GAL IRON & FELT; FLOUR & FEEDS

Swengel, Pa., ... 191 ..

The trouble with this is that it is half a circular and half a letter-head. There ought not to be any advertising on a letter-head—it is not for that purpose. Many large merchants who take pride in their business stationery have nothing on their letter-heads but their name, address and date line. We should leave everything off this letter-head except the name of the firm, the lines "cash dealers in General Merchandise" and the date line. If it was considered important to put "we Buy" and "we Sell" on the letter-head—although we should leave it off—we should put it in the form of two long lines of small type running clear across the street, at the *bottom* of the letter-head. That is often done and does not detract from its appearance.

We do not reset this letter-head, as there would apparently be no reason for having more than one letter-head in a business of this kind.

Sample No. 3.

W. L. BURD — SHIPPERS OF GRAINS, SEEDS, HAY and STRAW, COUNTRY PRODUCE

W. L. BURD & CO.,
CASH DEALERS IN
GENERAL MERCHANDISE

C. L. BURD — FENCINGS, COAL, SALT

SWENGEL, PA.

SOLD TO

TERMS—CASH ON RECEIPT OF GOODS

This is not at all bad, and will really do very well. It is plain, neat and harmonious. We think it would improve it to put all the goods on the left side, as we have arranged it in the following:—

SHIPPERS OF
GRAINS
SEEDS
HAY AND STRAW
COUNTRY PRODUCE
FENCINGS
COAL
SALT

W. L. BURD — C. L. BURD

W. L. BURD & CO.
CASH DEALERS IN
GENERAL MERCHANDISE

SWENGEL, PA.

SOLD TO

TERMS—CASH ON RECEIPT OF GOODS

Only the designs are shown above. The size can be accommodated to the merchant's needs.

National Canners Laboratory Says Ten-Cent Canned Goods Will Have to Go to Fifteen Cents.

High Cost of Sugar Responsible. Argues It Will Be a Good Thing, Because the Retail Margin of Such Goods Has Been Too Small for Some Time.

The National Canners' Laboratory of the National Canners' Association has issued a statement predicting that owing to the high cost of sugar the retail price of most canned and bottled products which have been retailing at 10 cents, would have to be advanced to 15 cents. The Laboratory expresses the opinion that this would be a good thing. Following is a portion of its statement:—

> The price of sugar has now soared upward to a point where every extra pound used in the manufacture of food products means an increase in the cost of production. Sugar is one of the most expensive ingredients used in condiments, and any increase in the price of this commodity throws the cost prices entirely out of balance. It is pretty hard to keep the price of manufacture low enough to offer different condiments so they can be sold for 10 cents retail. Of course, if the retail price could be advanced to 15 cents that would give leeway for any increase in the price of sugar.
>
> Some manufacturers reduced the size of their 10-cent packages in order to realize a profit as sugar was advancing, but sugar has kept on advancing, so that the manufacturing cost is now a very serious matter. I predict that a great many condiments which have previously been selling at 10 cents retail will have to be advanced to 15 cents—there is no way out of it; they simply cannot be manufactured so that a profit can be realized otherwise.
>
> If you could ever induce the masses to pay 15 cents for packages that are now selling for 10 cents the whole industry would be benefited. The margins have been entirely too close heretofore, even when sugar was as low as 5 cents per pound. There was an inducement to cheapen the product in other respects and not offer the quality that would really be a credit to the manufacturer. With the retail price at 15 cents, however, the manufacturer would have every inducement to improve his quality, using only the very best ingredient entering into the formula.
>
> Unless there is some relief there must be an increase in the retail price of nearly every kind of condiments that have previously been sold at retail at 10 cents. To be sure, the amount of sugar can be cut down so that very little is used in formulas, and every kind of package can be sterilized by heat so that it will keep as long as the seal holds, but that is as far as it will go.

Where Courtesy Comes In, in Selling Groceries

Two Clerks Who Got Prizes for Answering This Question From Their Own Experience. The System of a Girl Clerk Who Took Telephone Orders. The Man Clerk Who Worked Himself Up to the Highest Salary in His Town.

A well known magazine has just held a contest for the best papers on "Why It Pays to be Courteous." Two of the prize winners, oddly enough, were grocery clerks. The winner of the second prize was a woman and the winner of the third prize was a man.

We cannot reproduce both of their contributions, though they are worth it, but both supply more evidence that a recent statement by this paper was true—that the cheapest thing in the world is courtesy and the most effective, and that the merchant who has it can get by with very little business ability. The woman clerk was employed to take orders over the telephone and this is part of what she says:—

I soon learned that the average woman, with the burden of housekeeping on her shoulders, is the most irritable and unreasonable creature alive. A delivery ten minutes late can bring on your head a mighty wrath; a wilted lettuce can lose you your best customer. I had to stand between these women and overworked delivery boys, careless shipping clerks, and sometimes inferior goods.

One instance: A woman was to give a dinner party. Her groceries arrived almost at the last minute, with the fish order filled incorrectly. "My dinner is spoiled," she cried distractedly, over the telephone. "I never will spend another cent with you as long as I live." I shouldered the responsibility and persuaded her to bear with me until I could rectify the mistake. It took much soothing; a hint of irritation on my part would have spoiled everything. As it was, fifteen minutes later a messenger boy was delivering the fish at her door. We had kept our customer and made a lasting friend.

Soon I had a small private office next to the senior manager's, with two telephones all my own, and an individual speaking tube to the shipping department. My customers refused to give their orders to anyone else, and I found the readiness with which women responded to courtesy almost pathetic. In a few months my salary of $6 a week had stretched into $85 a month, which was at that time a very generous salary for a woman in the South.

The man clerk said he had been in a retail grocery store for almost ten years, and had learned that courtesy is the greatest asset a retail store can have, and it costs nothing." Here is a part of his experience:—

When I began working I resolved to make myself the best clerk in our town. I immediately saw that courtesy would help me to reach my goal quicker than any other one thing I could practice.

So I treated everyone that came into our store with all the courtesy I could command. Rich or poor, high or low, white or black, received the same attention from me. I gave everybody a hearty "Good morning" or "afternoon," as the case might be, when they came in. If I was waiting upon another customer I told them I would wait upon them next. I acknowledged every purchase with a "Thank you. Call again," whether it was a penny or a $10 sale, man, woman or child.

If a lady arrived at my counter with several bundles I suggested that I wrap them all together. If customers were from the country and had their rig hitched near by, I helped them out with their goods.

One day an elderly gentleman came into our store and purchased a number of items and I asked him if his rig was near; he told me it was, so I helped him with his goods. This was the first time I had ever seen him in our store, but it was not the last, for from that time on he was a regular visitor and his business amounts to quite a sum in a year's time. Each time he comes, I help him with his purchases. One day his wife came in, and she told me that her husband liked to trade with our store because we always helped him and that the place he had formerly been trading did not.

I meet all customers as soon as they enter. I drop whatever else I may be doing, unless waiting upon another customer. I give them my undivided attention. It matters not how unreasonaby exacting they may be, I try to give the impression that nothing is too much trouble if it will please. I try to bear in mind that for the moment the customer whom I am waiting upon is the only person on earth.

Through this method I won one customer for our store whose business amounts to over $1,200 per year. But it has paid me to be courteous, as I am now receiving more salary than any other grocery clerk in our city, barring none, and it has paid my employers, for many an extra dollar has been taken in.

The reader of the above will probably say, "of course we know that. Tell us something new." This is new to a very large number of retailers, judging by the careless, brusque, unaccommodating way in which they treat their customers. Without doubt there are men in the retail business who do not clearly know what courtesy is. They think that anything short of slapping a customer's face is courtesy.

What is courtesy? It is that warm and friendly manner of speech and conduct that creates in another person the feeling that "he evidently likes me," or "he evidently likes to wait on me." It is worth its weight in gold to anybody, particularly to a merchant or a clerk. Courtesy has sold more goods than any other quality on earth.

We Are Not Outgrowing Our Food Supply.

It can be said "with much definiteness," according to the Committee on Statistics and Standards of the Chamber of Commerce of the United States, that the direful conclusions so generally drawn that the growth of population in this country is in greater ratio than the supply of food products, are distinctly unwarranted. This committee, of which A. W. Douglas, of St. Louis, is chairman, does not believe the time is fast approaching when we shall no longer be a self-contained nation as regards material substance. It cannot see the prospect of the United States depending upon outside countries for our very existence. From the production of the leading cereals and tubers, according to the committee, during the last fifty years, it is claimed that while the population increased about 200 per cent. during that period, the production of wheat increased 560 per cent., corn 270 per cent., oats 475 per cent, barley 2,000 per cent., Irish potatoes 250 per cent., and rice over 3,000 per cent.

Waste Paper Balers

$12.00

AND UP

Buckeye Baler Company

1029 N. Main St. FINDLAY, OHIO



That Novelty in

Mapleine Flavoring

not found in any other flavor. Has more uses than other flavors---used for ice cream, in cakes, in icings, in candies, etc.

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tea-

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We grow it, we blend it, we pack it, we know

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TEA COFFEE AND COCOA PLANTER

149 Franklin St. New York City

WITH THE EDITOR

Why Waste Time?

The following from "Success," under the head "Why Men Fail," arouses much irritation:—

> Business is a science. Men who study it as a science, succeed. Men who trifle with it, fail. It is reassuring to be told that success is not luck, but logic. The man who reasons, and adapts his business to reason, wins. Business failure, in most instances, comes from wanton disregard of principles that are only common sense. Men fail because they do things in the wrong way.

Why waste time trying to tell why men fail? You can never get anywhere, so far as laying down a criterion or rule is concerned, because men fail for a thousand reasons. Some are doubtless sent into the world to fail; others fail deliberately. Plenty of men succeed though they violate every fundamental business principle, while others fail though they observe every convention. Most of the talk on the subject is wind.

Protection to Outside Peddlers.

The exasperating protection which the law gives to peddlers from another State is seen in a brief item appearing in another column, reporting a decision by the courts of Somerset County, Pa., that a peddler licensing ordinance passed by the borough of Boswell, Somerset County, is unconstitutional. Boswell thought it would put a crimp in the peddlers that came in and stole the trade of its local merchants. It passed an ordinance taxing all peddlers and agents who come in from outside, from $1 to $50, according to the character of business done. One Lambert, representing a Michigan manufacturer of toilet articles, came in and took a lot of orders, having the goods shipped into Pennsylvania from Michigan. The Boswell borough authorities pounced on him with great glee and fined him $25 for not paying the tax. He showed fight and the court now holds that the ordinance was invalid because it was an attempt to tax interstate commerce. This has always been the law and doubtless always will be until the fundamental law is changed. Any concern that sells through agents or peddlers can always defeat the efforts of local municipalities to tax them, merely by operating in other States than their own.

The Way of the World.

It has always been the way of the world that the innocent must suffer for the sins of the guilty. Nowhere is this truer than in mercantile life. For the acts of a few crooks the Government finds it necessary to pass all manner of stringent regulations tying everybody up. Sometimes the innocent merchant benefits from these regulations, as in the case of the food laws. They were adopted because dishonest dealers lied and cheated, but nevertheless they have been a particularly fine thing for the honest dealer.

Another instance is just transpiring in New York City, where a most remarkable regulation has been made by the State Department of Foods and Markets. After September 1st every cold storage egg sold out of its original unbroken package must have "cold storage" stamped on its shell. Think of the tremendous bother and expense of that! The Commissioner of the above department admits this, but says that so many retailers have defrauded consumers by manipulating cold storage signs so they wouldn't be noticed, that in the interest of the public he simply had to adopt the new safeguard. The great majority of New York grocers are honest. They have doubtless sold cold storage eggs scrupulously according to law, but because a comparatively few have not, they are involved in this nuisance.

How can this be helped? Probably it cannot be, under present conditions, but before we are dead there may be legislation prohibiting a merchant who has cheated his customers *twice* from continuing in business.

Let Your Clerks Read This.

Of the giving of advice to clerks there is no end. Most of it is given by men who have never been clerks themselves, and who would have made an awful fist of it if they had been. Occasionally, however, somebody hands out a real good suggestion which is worth posting up. Here is one regarding clerks' reading. It is from the pen of an employee of Butler Bros., who writes under the name of "The Inspector":

> And so, young man, you think your career is going to be ruined through your lack of education—the kind of education that is gained in schools.
>
> Well, nobody with real good sense is going to say that an abundance of book larnin' is not a highly essential thing these days. But just because a person couldn't or wouldn't go to school enough is no reason why he should limp along through life not knowing the things he should know.
>
> Abraham Lincoln wouldn't be kept down through the lack of school facilities. They even wouldn't give him a light to study by at night or any paper to write on. He had to walk miles for his books—and got precious few books at that. Yet we know what Abraham Lincoln did.
>
> When Cato was eighty years old he took a notion that he needed a knowledge of Greek. So he laid to and learned it. Socrates did the same thing with Latin when he was old. Gladstone was eighty-three years old when he was prime minister of England, and yet he found time to gratify his lifelong desire to attain a working knowledge of Greek.
>
> Doesn't it make you a little bit ashamed as you note these facts, to say that you have "no time" in which to improve your mind so you may be a better clerk or a better merchant?
>
> There is just one thing these days that keeps a man in a retail store from knowing what he should know to get the very most out of life and business. This is HIS OWN LAZINESS.
>
> Here is a tip for you, young man. If it is wrong, never take another one from me.
>
> READ!
>
> Read and study these business books I have just spoken of. Read a good newspaper every day. Read one or two good magazines. Oh, yes, there are SOME good magazines. Read at least one GOOD book a month. By a good book I don't mean any silly, sickening love story that might be entitled "The Mistakes of Mary," or something of that kind. If you want a little fiction now and then read Kipling, Dickens, Tolstoy, Hugo, and other old masters.
>
> If you develop your mind to a point that will enable you to adjust yourself to conditions, you will rise. There is no man on earth that can keep you down.

This is fine! From my own observation I believe it can be laid down as a rule with almost no exceptions, that the clerk who reads systematically and intelligently will attain to any reasonable ambition he sets for himself. But there is no time-waster like unintelligent reading.

Jacksonville (Fla.) Retailers Want Their Papers Patronized by Outside Manufacturers.

Local Association Adopts a Resolution Contending That Manufacturers Who Sell Florida People Ought to Advertise in Florida Papers. "You Tickle Me and I'll Tickle You."

The Jacksonville (Fla.) Retail Grocers' and Butchers' Association have taken a broad and advanced attitude in the matter of advertising proprietary goods to consumers, which will probably attract attention all over the country. The association has adopted a resolution suggesting to the many manufacturers whose goods its members handle that instead of doing all of their advertising in the magazines, none of which are published in Jacksonville, that the manufacturers do some advertising in the Jacksonville papers. This for two reasons: First to come more closely in contact with the people of Jacksonville; and second, to contribute to the prosperity of the Florida people by patronizing their institutions.

Following is the resolution adopted:—

> Whereas, It has been noted that manufacturers outside of the city and State who sell their commodities to the citizens of this community through the brokers, wholesalers and retail dealers of this city hold it as their general practice to advertise such commodities chiefly through periodical and other publications, resident elsewhere, published elsewhere and contributing nothing to the prosperity of this city and State; and
>
> Whereas, It stands to reason that home papers, by the frequency of their publication, by the confidence reposed in them by the local citizens, by the reasonableness of their rates as compared to the publications referred to above, constitute not only the most effective medium for advertising purposes, but are beyond a doubt best calculated to exploit new articles and create new wants as well as to stimulate the sale of commodities that already

ve been exploited and advertised rough the periodicals and publi- tions issued outside the city and ate; now, therefore, be it
Resolved, That we, the retail gro- rs and butchers of Jacksonville, in ssion assembled, request and urge e co-operation of the brokers and holesalers of this city in procur- g the advertising of commodities ld locally to some measure at ast in our local publications and pers, thus promoting the interests the business men and industries Jacksonville.

eller Can Refuse to Sell Anybody.

efusal to sell on personal grounds is not a restraint of interstate merce which is punishable by law, rding to a ruling issued by the Fed- Trade Commission. The ruling as ished by the Commission reads:—

On application for the issuance a complaint, it was alleged that corporation engaged in the manu- cture and sale of goods in inter- ate commerce refused to sell to e applicant certain commodities anufactured by it. It was further leged that this refusal to sell was ade at the direction of an officer the corporation complained of, ho was also the president of nother corporation competing with e applicant. On investigation it peared that the refusal to sell was ade on personal grounds and was t made for the purpose and did t have the effect of restraining in- rstate commerce. Held: That a fusal to sell, made solely for per- nal reasons, without the purpose effect of restraining interstate mmerce, is not a violation of any w which the Commission is au- norized to enforce.

Something About the Cakes of the Five-and-Ten-Cent Stores

Six Samples Bought at Two Stores, Kresge's and Woolworth's. Kresge Samples Fair Quality and Sold Close. Woolworth Samples Very Poor and Yield a Better Profit.

Touching the question raised last week—why can 5-and-10-cent stores sell cakes and crackers so much cheaper than regular retailers think they can sell them, the "Modern Merchant and Grocery World" has bought samples of crackers and cakes from two 5-and-10-cent stores during the week—Woolworth's and Kresge's, both large and typical chain stores of the 5-and-10-cent type.

At the store of S. S. Kresge, 931 Market street, Philadelphia, three samples of crackers were bought, each costing 5 cents per half pound, or 10 cents a pound. They were "Elk lunch crackers," "old Abe," and "lemon bars," all of types well known to the trade. They were examined by an expert and pronounced to be of fair quality. An average wholesale price for the first and the third would be 9 cents a pound, although the Kresge concern, by quantity purchases, probably get them for somewhat less. The second sample is fairly priced at wholesale at 7½ to 8 cents.

From which it can be seen that the 5-and-10-cent store is probably making some money on its crackers and cakes even at 10 cents a pound. At least, on these particular brands. Its expenses are low and probably every 5-cent sale of these particular crackers yields a net profit of about ½ cent.

At the Woolworth store, 1020 Market street, three samples of a different character of cakes were purchased. These were fancy cakes of the marshmallow type. They too retailed at 5 cents per half pound or 10 cents a pound. According to the expert who examined them, they were poor—to use his own words, "I wouldn't want to give them to anybody to eat." No conscientious retailer would care to sell them. A fair wholesale price for good cakes of this type would be 13 to 14 cents. These probably would not cost the small buyer more than 10 cents, and it is probable that Woolworth got them for around 8 cents. He too is making some money, but apparently is not giving the quality. The Kresge store, on the other hand, is selling a fair grade of goods.

AMONG THE TRADE.

The Girard Grocery Co. rendered its annual report to its stockholders last Monday. The year's business amounted to $2,421,000, which was an increase of $400,000 over the year before. The company made 19 per cent. on its capital of $200,000, but declared a dividend of only 8 per cent., and put the rest to surplus. The Retail Grocers' Association will give a particularly elaborate food show in Horticultural Hall March 5th to 12th next.

The retailers who spend the least for advertising, and get the best results from it, are those who simply tell the people that they sell goods which some manufacturer, by his advertising, has made them want.

Retailers' advertising like that is simply telling people what they want to know. Advertising of unknown brands is very far from that.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

The New York Letter

Each Cold Storage Egg Must Be Shell-Marked After September 1st. Cans Advance Again. Gasoline Starts Long-Expected Decline. Expert Predicts No Lower Sugar This Summer. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, July 28, 1916.

After September 1st next, the State Department of Foods and Markets will adopt a revolutionary means to protect the consumers of this city against being sold cold storage eggs as fresh eggs. On and after the date named every cold storage egg offered for sale in other than the original unbroken packages must have "cold storage" printed on its shell in plain letters at least an eighth of an inch high. An order to that effect has been issued by the Commissioner of the State Department. The Commissioner admits that this is going to be a tremendous nuisance for retailers, but justifies it on the ground that a number of frauds were practiced by retailers, who arranged their cold storage signs so that the consumers were not properly advised of the character of what they were getting.

* * *

The American Can Co. has advanced cans again this week. This time $6 a thousand, while some manufacturers have advanced $10 a thousand. If the canners had to pay this advance it would obviously make a difference in their cost of 7 to 12 cents a dozen, but most canners have their cans bought and therefore the advance will not amount to very much at this season, any way.

* * *

The European war has affected no food product more remarkably than it has affected sugar. In July, 1914, when the war broke out, granulated sugar was greatly depressed, the refiners were cutting prices among themselves and the average price to the retailer was 4⅓ cents per pound. Within a month, as soon as it developed that foreign countries would have to come here for their sugar, the price advanced 2 cents, and although there was subsequently a reaction, the price has continued to advance until to-day, as the trade know, the quotation is 7.65 cents. Coffee also started to advance, but there were no basic conditions to warrant it and the price reacted again, and in the last few weeks the market has lost practically every trace of its former firmness.

* * *

The market for gasoline has taken a small tumble here and is expected to go still lower in the very near future The Standard Oil Co. has dropped its price 1 cent a gallon, and other companies are expected to follow immediately. Crude oil is on the verge of decline in most Eastern markets, it is said, as production is now greater than consumption. The over-production has been caused by the extraordinary activity in drilling, and the unfavorable weather has resulted in an accumulation of gasoline.

* * *

Merrick P. Willett, the sugar market expert, does not expect refined sugar to decline this summer. He thinks the demand during August will probably be too heavy. Here is a statement he has issued on the subject:—

This appears to bear out our opinion that the majority of grocers in the country would soon be short of supplies. They have held back as long as possible, feeling that prices were too high, and that what goes up must come down, as it did last fall. But conditions are quite different this year, as there is no such surplus supply in the world, as there was last fall and grocers have apparently now, as a whole, waited so long that there is good prospect that they will all wish to buy at once in order to fill their immediate needs.

There is, therefore, every indication that it will not be many days now, August 1st at latest, before a general and good demand for refined sugar will begin. As it is entirely impossible for refiners to supply such a demand, without becoming oversold and backward in deliveries, it would seem as if grocers who have insufficient supplies for the next four weeks would do well to place their withdrawal and new orders at once before the rush comes.

By waiting they merely increase the danger of an overdemand, which enables refiners to rapidly advance prices in the same manner as in February, 1915, and 1916, and in November, 1915. In fact, there is nothing else that refiners can do, as they should buy raws to cover the sales of refined, and, with the present small margin in world supplies, the minute they buy over a week's meltings of raws, within one week, planters will rapidly advance prices. By buying moderately and at short intervals the net advance is not likely to be nearly as great.

However, the majority of grocers appear to wait until the last moment in the hope that some individual refiner may become tired of waiting for business and reduce his prices, as the Philadelphia refiners and Arbuckle have done lately. At present the prospects of such declines are very slight. The two Philadelphia refiners are already greatly oversold and have large contracts on the 7.45 cents basis still to deliver; there appears every reason to believe that there is not over 25,000 tons more of Porto Rico sugars availabe for purchase and these are held almost on a parity with Cubas. Of the latter any appreciable purchase would at once remove all low-priced offerings. Under these conditions no refiner appears very likely to make any decline, as there is every indication that such a move would result in so heavy bookings that before he could again shut off the flow of orders, such raws as he may have previously bought would be much more than covered, and he would be obliged to purchase new supplies. Considering the strong hands now holding the major portion of the available raw sugars, any such buying would quickly advance values beyond the present level and reduce the differential with refined below the cost of refining.

Conclusions.—We can therefore only repeat what we have said before, that we see no prospect of further declines and believe that with further holding back from refined, a sharp advance is possible at any time.

Summarized Market Conditions.

Tea feeling is a little better, but business very dull and sellers are still willing to make small concessions. India-Ceylons are about unchanged at the sharp decline recently made.—Coffee is in quiet demand, but as to Rio and Santos the feeling is better and a slight advance prevails. Brazil advices are stronger. Milds quiet and heavy.—Sugar unchanged as to refined, but raws a little easier on account of pressure to sell; demand only fair.—Salmon unchanged and firm on spot. Sardines firm and fairly active. Tomatoes weak on account of advent of new pack goods at around 90 to 92½ cents. Balance of canned vegetables steady to firm; quiet demand. California canned fruits active on account of coming freight advance. Prunes weaker on account of lower offerings from the coast. Balance of dried fruit list very quiet, but steady to firm. Apricots somewhat weaker.—Wheat excited on account of reported crop damage.—Flour about 25 cents per barrel higher for the week; demand very light.

Pennsylvania Organization Notes.

Mr. Smedley made an address before the newly organized Board of Trade of Barnesboro on Monday, July 17th. There was a good attendance and much interest shown in the work of organization. The new association now numbers 81 members. It will divide its work along civic, industrial and mercantile lines. One of the first results of the organization is an earlier closing hour for stores. Barnesboro is a good town, with some wideawake business men. It was one of the first towns to provide a public playground for its children—this playground was provided by the business men and is fully equipped. A swimming pool is about to be provided.

* * *

Mr. Smedley visited Johnstown on July 20th and found the association there exceedingly active. A big picnic is being planned.

* * *

Camden, N. J., grocers met on Monday, July 24th, to form a Grocers' Protective Association.

* * *

Mr. Smedley attended the big picnic of the Pittsburgh Retail Grocers' Union at West View Park on July 19th. Fully 10,000 persons were present as the guests of the grocers. A feature of the day was that a fine lunch was served gratis to all the guests. There were numer special attractions and the day wa most enjoyable one.

* * *

George H. Mosser has resigned secretary of the Altoona Chamber Commerce and has accepted a sim position at Newark, Ohio.

* * *

The Irwin Board of Trade gav picnic at Kennywood Park on J 19th.

* * *

Pittsburgh butchers held their ann outing on July 26th at Kennywood Pa

* * *

New Castle, Butler, Millvale North Side Grocers' Association held picnics during the past week.

* * *

Mt. Union is getting ready for organization. Mr. Smedley has been vited to assist in the work.

* * *

Harry G. Seltzer addressed the no day luncheon of the Reading Cham of Commerce on July 21st. His subj was "German Business Conditions Affected by the War." Mr. Seltzer United States Consul at Breslau, G many.

Big Publicity Planned on Aunt Jemima.

Advice comes from Mr. Robert R. Cla president of the Aunt Jemima Mi Co. of St. Joseph, Mo., that plans under way for the largest and most fective advertising campaign on Au Jemima Pancake Flour that his co pany has ever before attempted.

In an interview with Mr. Clark says: "We have contracted for co siderable space in many of the leadi magazines read by women, the adve tising to start with the opening of t fall and winter season, and many the ads. are to be full pages, in bea tiful three and four-color work."

He further adds that "The introducti of powdered milk to the Aunt Jemi formula the past season has proved wonderful success. Reports from quarters indicate that this feature our product has been the chief reas for the steady incrase of sales. Th naturally added to the cost of man facture, but with the additional volu we were enabled to reduce our ove head and maintain the usual liber grocers' profit.

"The extra convenience of Aunt J mima's Pancake Flour with the milk a ready mixed in it is certainly appreciate by women everywhere, as they have r sponded by an increasing demand, gi ing to our product a trade stimulus o unusual proportions. As a result, Au Jemima has moved off the grocer shelves faster than ever before, givi the grocer an easy seller with a re markably quick turnover.

"The big success Aunt Jemima ha met—particularly the past season—ha encouraged us to enter into this greatly enlarged advertising campaign and w feel certain sales will multiply over an over, giving the grocers of Americ and ourselves mutual benefits."

Mr. Clark is very sanguine over th business outlook and predicts a trade boom this year outsripping all former records.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

The Grocery Markets

Tea.

ıe tea market shows no change for week. Sales are fair for the sea- but the season is not very good. es remain unchanged from a week Holders are still willing to make ıt concessions to make sales. tically the entire basis of tea is h lower than it was a short time as the opening prices on the other were too high and have had to e down.

Coffee.

ıe market for Rio and Santos cof- which practically includes all good es, is perhaps ⅛ to ¼ cent higher a week ago. Brazils are much er and seem to have overcome the ness which depressed our markets ıort time ago. Quotations on Rio Santos coffees from Brazil are h stronger than they were a short ago. Business, however, is still dull. Some new crop coffees have e forward and show very fine qual- Milds are unchanged from a week the situation being heavy and dull. ı and Mocha unchanged and quiet.

Syrup and Molasses.

lucose has made another advance, to the fluctuation in corn. Com- ıd syrup, however, is very dull and ws no change. Sugar syrup and asses are both quiet at ruling quo- ons.

Sugar.

he sugar market is absolutely un- ıged from last week. Raws fluc- e a little from time to time, but v no material alteration. All re- s are quoting exactly the same es as they quoted a week ago. The demand is only fair, but is expected to be very much larger in August. In fact, upon the expectation of it being very much larger in August, experts are predicting that prices will not be any lower, but may be higher.

Fish.

New shore mackerel, instead of going lower, as it should at this season of the year, is going higher. Holders advanced prices at least $1 a barrel during the week. Quotation now, in a large way, is around $18.50 or $19, against the normal price of around $12. The catch has not been satisfactory up to the present time. Comparatively few Irish mackerel have come to this market as yet. Prices are unchanged from the last quotation. Sardines show no change, speaking now of the domestic brands. The market is steady to firm, demand light. The imported sardine situation is almost unprecedented. There are some new Portuguese sardines in market, the price on which has been advanced to $20 for boneless halves, in a large way. A short time ago it was $18, and the normal price would be $13 or $14. There are no old Portuguese sardines available, nor are there any new French sardines. There are a few old about, but they are poor and not wanted. Old Norwegian sardines are cleaned up. A few new ones have come over, but have not sold well, as holders are asking $13 to $14 a case; normal price would be around $8.50. Salmon of all grades is wanted at unchanged prices. It looks as if new pink Alaska salmon would open up not less than 90 cents per dozen, f. o. b. coast, in a large way. The spot market rules slightly above that. Red Alaska, which is ruling now at around $1.75 in a large way, is expected to open around $1.40.

Canned Goods.

Tomatoes are in somewhat of a peculiar position. The Southern packers have already produced some new goods and are offering them at 90 to 92½ cents. The trade have bought a few The holders of 1915 goods are meeting this price, which involves a decline of about 5 cents per dozen. Futures of the regular pack are unchanged. The outlook for tomatoes is very good. Crop is moving forward satisfactorily and if not interfered with, will undoubtedly be large, as will the pack. If the pack is as large as is possible, providing that there is no interference due to the weather, the chance is that even the present price of future tomatoes, viz., 80 to 82½ cents, will look high. Corn and peas are unchanged for the week. Corn is looking fairly good now in the growing sections. Both corn and peas are firm. Apples are unchanged and dull. California canned goods have been quite active recently, owing to the prospective advance in California freights, which is scheduled to take place September 1st. The various interests involved are petitioning the Interstate Commerce Commission to hold the advance off until January 1st, but already there has been considerable buying done on the strength of it. Part of this, however, is undoubtedly due to the fact that stocks were low and buyers actually in need of more goods Small Eastern staple canned goods are unchanged and dull.

Dried Fruits.

The large sizes of prunes are weaker, apparently due to the fact that when there is a short crop, which is predicted for this year, the fruit almost always runs to large sizes. Both 40s and 30s this week have been quoted at a substantial fractional decline. Small and medium sizes are unchanged. Peaches, apricots, raisins and currants are all neglected, but firm in price.

Beans and Peas.

The demand for pea beans fell off so much when prices got high that there has been a reaction, and the present price in a large way is $5.90 per bushel, f. o. b. Michigan. This is a drop of $1.10 from the highest point, but is still very high. Marrows are quoted around $6 in a large way. California limas, 7 to 7¼ cents a pound. Green and Scotch peas unchanged and dull.

Butter.

The receipts of butter are about normal for the season, but a considerable percentage is sho ving the effects of the heat and the percentage of strictly fancy butter is much lighter than it was some time ago. The make is healthy on the present basis, as the consumptive trade is very good, and there is also considerable inquiry for storage purposes.

Eggs.

The egg market is firm, with unchanged prices for the better grades. There is an extremely good consumptive demand and the percentage of fine eggs is very light. Much of the receipts show heat and are being sold at various prices, according to quality. The market is firm, without indication of immediate change.

Cheese.

The cheese market is somewhat unsteady, owing to the demand for export from Canada. There is also a good demand from this country, and as the make is only about normal for the season, the above conditions create considerable firmness. The market is likely to remain firm for some time and will possibly make slight advance.

Provisions.

All cuts of smoked meats, including picnic, regular, skinned back hams, bellies and bacon are firm and unchanged, with the usual consumptive demand at this season. Pure lard is steady and unchanged, with a normal consumptive

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

This Is Not a U Boat Proposition

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

Everything with us is open and above board. We court competition. Our goods represent quality, full weights and count. Satisfied customers of long standing are the best reference we can give you

SYRUPS—Those who sell our Syrups send us duplicate orders, "same as last"—always satisfied—quality counts. The market on all grades of Syrup continue to advance, and if present conditions last prices will go still higher. Anticipate your wants and buy now. ***Challenge Table, Royal Table, Gilt Edge, Very Best, Starlight, Extra Amber, King "B," White Clover, Crescent,*** etc. We also have Fancy Ingleside N. O. Molasses in barrel and Cruiser Baking Molls. A full line of Canned Syrups and Molasses.

JAR TOPS—You will most likely need some extra Jar Tops. The preserving season is here. We quote the new Sanitary White Crown Cap, self sealing, fits any Mason jar, half gross in box, per gross, $2.00; the old style zinc P. L. Caps, per gross, $2.25. All grades Jar Rubbers.

PORK AND BEANS—Quaker City Brand. Probably you know how well the market is cleaned up on canned beans, the present high prices on dried beans, too much for the packers. We still have a stock of No. 3 cans of our Quaker City Brand, while they last we will sell Plain at $1.40, and in Tomato Sauce at $1.45. Don't delay if you can use them.

CANNED PEACHES—Here is another lot of goods we advise you to buy, Elysian Park Brand Yellow Cling Peaches, standard quality, in syrup, regular size California tins, 2 doz. in a case, per doz., $1.50.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

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Pittsburgh, Pa.

ELTON J. BUCKLEY
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Attorney and Counselor at Law
643-648 Land Title Building
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Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

The Reputation and Standing of
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Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.
This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.
Established 1780 **Dorchester, Mass.**

demand. Compound, however, is dull and slow at a decline of about ½ cent. Dried beef, canned meats and barreled pork are firm at unchanged prices.

INDIVIDUAL MARKET REPORTS.

Evaporated Apples, Etc.

The evaporated apple market is without any change here this week. Asking prices on futures are firmly held at a basis of 5¾ to 6 cents f.o.b. in 50-pound boxes for prime quality, with not much demand, however. Spot goods are moving out of cold storage in small quantities, at from 5½ cents per pound up, according to grade. The uncertainties of the demand next fall, as well as the uncertainties of the quantity dried, are keeping the specualtors out of the market.

The raspberry market is firm. The driers are late in getting started and it is too early to get a line on what the output will be. Very few new goods are offered. A few shippers are taking orders at 25 cents per pound f. o. b. in barrels, but it is very difficult to buy any quantity at this.

C. C. Hall.
Rochester, N. Y.

Wheat and Flour.

Twelve years ago black rust brought about a calamity to the spring wheat crop, and to-day much alarm is felt because of the repeated, and confirmed, reports of its presence in our own, as well as the Canadian Northwest. It will be of especial interest at this time to recall that in July, 1904, similar reports came pouring into the market, but little attention was paid to them. In its crop report of August 1, 1904, the United States Department of Agriculture referred to it in the following language:—

> Rust has made its appearance in a number of the counties in the Northwest, but except as to South Dakota, it is chiefly in late or supplemental reports that reference is made to it, and such reports being somewhat conflicting in character, it is evidently too early to estimate definitely the extent of the damage resulting from it. Condition August 1st, 87.5 per cent., against 93.7 per cent. on July 1st.

Yet within the next 30 days the crop was practically ruined. We sincerely hope that no such calamity will befall the crop this year, for its effects will be more serious than in 1904. We cautioned our friends to keep an eye on the Saskatchewan crop, for last year that province raised 195,000,000 bushels, or one-half of Canada's 366,000,000 bushels crop, hence confirmed reports of the presence of black rust on that side of the international boundary is greatly adding to the general uneasiness.

We concluded our letter of four weeks ago with the statement that we were confident that notwithstanding the pressure at the moment of the abundant stocks that the market was at, or near, bottom. At that time July wheat in Chicago was less than $1 per bushel, and we calculated on a normal spring wheat crop.

We shall be sincerely sorry to see a "runaway" market. It makes business difficult and in many cases impossible. In 1904 it cut our exports down to 44,000,000 bushels, or barely one-third of the preceding year, and for months no export business in flour was possible. It completely demoralized domestic business and at the end of the crop the adjustment of prices to a new crop basis was very costly to many and disastrous to a few.

It makes better business all around to have a surplus of wheat for export. It stabilizes prices and encourages trade. We shall be very sorry indeed to have our crops curtailed to a point where we will need our whole production at home with none to spare for export, yet this is in prospect if the crops suffer as they did twelve years ago.

It is estimated that the European wheat crop is 500,000,000 bushels less than last year and if any disaster befalls the spring wheat crops of Canada and the United States the results would be far reaching.

Wheat is the very life blood of the civilized world, and a crop calamity now may change the fate of nations, therefore it is no wonder that the market is very sensitive to the news from the Northwest.

We hope that reports are exaggerated, but only time will tell.

Shane Bros. & Wilson Co.
Philadelphia, Pa.

Spices.

The market is gradually becoming broader and shows more activity. Prices are generally unchanged, but stocks are not larger, and any unusual demand would have a tendency to greatly advance values.

Pepper.—Prices are firm and have advanced slightly. The Lampong crop is reported small and we have also had reports of a shortage of Malabar crop. We look for higher levels in both black and white peppers during the late summer and fall.

Red Peppers.—In better inquiry and the market is firmer.

Cloves.—Are in fair demand at generally unchanged prices.

Pimento (Allspice).—Is unchanged and low in price. The demand is fair.

Mace.—Rather quiet and unchanged in price.

Nutmegs.—Much firmer in the East. The market here is firmer and we believe prices will react and go higher.

Cassias.—Saigon grades are firmer. Batavia is in better request at steady prices. China grades steady and distinctly higher for futures.

Gingers.—In better demand at generally unchanged prices.

Green Ginger Root.—Now in very active request. Stocks are not large and import lots are generally sold from dock.

Tapiocas.—In fair demand at firm, but unchanged prices.

Paprikas.—The market shows signs of increased activity. There have been no price changes during the week.

Seeds, Herbs, Etc.—Seeds are generally unchanged. Celery and mustard will soon begin to move. Thyme, savory and marjoram are scarce and firm. Sage is in more plentiful supply.

McCormick & Co.
Baltimore, Md.

Foreign Grocery Specialties.

The olive oil market in Italy is exceedingly strong, with an advancing tendency, and the demand in America continues splendid and is likely to continue so while the prices for cottonseed and other substitute oils continue as high as they are now. At the small difference which exists in the price of pure olive oil and substitutes, naturally everyone will be inclined to buy the pure article, which is so infinitely better.

The market is overstocked with garlic, but prices continue rather steady, as they are now way below the point of importation.

Spain reports prospects of a large crop of pimentos (Spanish red peppers), but the scarcity and the enormously high prices prevailing for the lithographic matter, the scarcity and high prices of labor, will not permit to offer these goods at low prices this coming season. Besides, freight is higher, so is insurance, and stocks of last season's c are practically exhausted. We, the fore, do not look for a material decl in the market for pimentos.

Strohmeyer & Arpe Co
New York.

Imported Fish Specialties.

The demand for all kinds of salt f is naturally rather small at this seas of the year, but business has been f ther handicapped very materially by scarcity of cold storage space. Ev ice house in this city is filled to its pacity with both Scotch and N Foundland herrings. The quality those Newfoundland herrings which have received is so exceptionally f that there is no doubt that they will f a ready sale at good prices when weather moderates.

In view of the prevailing high pric there is only a hand-to-mouth, but good business done in imported s dines. They are being bought in sp of the high prices by people who w to eat a sardine. Our people in Fra write that the catch of sardines h been very small, and that it would useless to offer them to the Americ trade, because the supplies are taken readily by the French, English and R sian Governments, which makes pri prohibitive to the trade in general.

The catch in Norway continues in fair way, but prices are very high, wit out showing any inclination to decli as all that is being packed find rea sale in Europe.

In Portugal the catch is poor and o limited quaitites find their way to t American market.

We now have a final report of t Norwegian catch of codfish, whi shows conclusively that there will a great scarcity of all kinds of codfi and that enormously high prices will paid for small stocks which will be r ceived in America this coming season.

Strohmeyer & Arpe Co.
New York.

Pennsylvania News Items.

The borough of Boswell's ant peddling ordinance, which is one the most stringent in that sectio of the State, received a knock-ou blow during the week when Judg William H. Ruppel handed down a opinion reversing the conviction P. P. Lambert, of Stoyestown, an set aside a $25 fine imposed on th defendant. The Court holds tha the ordinance was passed by th municipality in contravention of th interstate commerce law. The ord nance requires an agent to take ou a license which costs from $1 t $50 per day. On January 21, 191 Lambert, acting as the agent of firm in Portland, Mich., canvasse the town and sold toilet articles b taking orders from samples. Eve this method of disposing of mer chandise is covered by the ordi nance. He had the goods shippe in bulk to Stoyestown, Somerse County, and later delivered th same to his customers and this, th Court holds, was interstate trad and cannot be taxed by a borough



This Brand Will Stand Any Good Thing You Can Say



Goldenoyle, which we advertise here, is a higher-grade article than any other cooking oil you can possibly have in stock.

We know all the others and we know **Goldenoyle.** It is the finest grade of cooking and salad oil which has ever been put on the market. You can sell it under the most enthusiastic recommendation you can give—you cannot say too much.

One thing to say is that Professor Allyn, the widely-known Westfield, Mass., chemist, has passed **Goldenoyle** as conforming with the Westfield standard. Has he passed the brand you are selling?

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



We would be pleased to have for publication in this column tbe ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faitb, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Oil City, Pa., Produce Merchant.

Federalsburg, Md., July 20, 1916.
To the Editor.

Dear Sir:—Will you kindly give the names of reliable produce commission merchant or merchants that handle country produce in Oil City, Pa.

Thanking you in advance for same.

Yours truly,
F. W. Lord.

Smith Bros., Oil City, Pa.

* * *

Sausage Machine Wanted.

East Millstone, N. J.,
July 24, 1916.

To the Editor.

Dear Sir:—Could you tell us by return of mail where we could get a good sausage machine?

Very truly yours,
Metz & Son.

H. F. Heacock, 51 North Second street, Philadelphia, can supply this.

* * *

The Girard Grocery Co. and the Grocers' Supply Co.

Oley, Pa., July 24, 1916.
To the Editor.

Dear Sir:—Will you kindly give us information concerning the Grocers' Supply Co., 617 Lafayette Building, and the Girard Wholesale Grocery Co.

We do not know the street address of the Girard Wholesale Grocery Co., but both concerns are located in Phliadelphia.

Thanking you for your information, we remain,

Yours truly,
P. L. Glase, Son & Co.

The Girard Grocery Co. is the wholesale grocery company owned and operated by members of the Philadelphia Retail Grocers' Association, though conducted as an independent organization. It is a large, wealthy and prosperous concern, doing a business of several million dollars yearly. Its address is Bourse Building.

The Grocers' Supply Co. is a small concern with a few thousands capital, doing business at 525 Lafayette Building. It is supposed to be an adjunct of the Pennsylvania Sugar Refining Co. and is run by Ralph Earle, son of the president of the Pennsylvania Sugar Refining Co., and T. Rex Graham, who was formerly in the employ of the Pennsylvania Refinery. It sells, as we understand it, sugar direct to small retailers, but only Pennsylvania Refining Co. sugar.

* * *

The American Grocers' Society.

Pittsburgh, Pa., July 22, 1916.
To the Editor.

Dear Sir:—Will you kindly give me at your earliest convenience any and all information you may have on the American Grocers' Society, also going under the name of the American Buying Association, 31 Clinton street, Newark, N. J. I have had inquiry from some of our members whom they have solicited to buy stock.

Thanking you for the favor, I am,

Very respectfully yours,
C. A. Bell,
Secretary Retail Grocers' Protective Union.

The American Grocers' Society has frequently been mentioned and discussed in this paper. It started out by selling well known trademarked specialties to retailers at very low prices—little more than the jobber's cost, in some cases. Goods were sold only to retailers who would buy stock in the society. Later it appeared that the main plan was to pack goods under the society's private brands and to ask the grocers who had bought stock to distribute these.

We have no reason for believing that the scheme is dishonest in any way. We have criticised it because it appeared to be selling goods at prices below cost as a bait to sell its stock; a practice which we thought it could obviously not continue. We are frank to say that we have received letters from retailers who bought some of the society's stock, and some of its cut-priced goods, testifying to having made large savings, and we have no doubt that these savings were made. They must have been at the prices paid. Whether the society can and will continue selling at the cut prices remains to be seen.

As to the quality and character of the goods packed under private brands, we know nothing.

* * *

A Good Candy Manufacturer and Dress Manufacturer.

United, Pa., July 21, 1916.
To the Editor.

Dear Sjr:—Will you please send me the name of some good candy firm, also the name of some child's dress firm.

Respectfully,
Stephen Meluch.

For candy, Croft & Allen Co., Thirty-third and Market streets, Philadelphia.

For child's dresses, Eagle Manufacturing Co., 332 Market street, Philadelphia.

* * *

Who Knows the White Mountain Refrigerator Company?

Telford, Pa., July 21, 1916.
To the Editor.

Dear Sir:—Could you give me the address of the White Mountain Refrigerator Co. through your paper?

Respectfully,
A. S. Kulp.

We did not have this address ourselves and have not been able to find anybody in Philadelphia who has it, although we have called up everybody in the trade. Perhaps some subscriber can answer.

* * *

Various Questions Answered.

Uniontown, Pa., July 22, 1916.
To the Editor.

Dear Sir:—Please inform us where we can secure bonafide reports on wheat and other crops to include the general condition of the market.

2.—Also inform us whether there are any other grocery publications and where we can secure them.

3.—Where do you think is the best place to buy olives?

Yours very truly,
J. H. Auslander.

1.—You can get reports on the wheat market from the "Journal of Commerce," New York. Also, the "Modern Merchant and Grocery World" publishes weekly a very good report from Shane Bros. & Wilson, this city. Or you can go straight to headquarters—the Department of Agriculture of the United States Government. If you write them at Washington they will be glad to put you on the list for every crop report issued.

2.—There are other grocery publications, though none circulati much in Pennsylvania except th published by the Philadelphia R tail Grocers' Association, the "G cers' Review." Excellent groc publications in other States are "American Grocer" and the "T and Coffee Journal," both publish in New York. The "Modern G cer," published in Chicago, is a good.

3.—A good headquarters olives in Philadelphia is Githe Rexsamer & Co., 40 South Fr street, and in New York, Fran H. Leggett & Co.

* * *

Criticising a Recent Legal Articl

Baltimore, Md., July 25, 1916.
To the Editor.

Dear Sir:—I read carefully t "Modern Merchant and Groce World" and am indebted to it f many valuable suggestions. I n with considerable care your co ments on legal questions.

In a recent issue—I forget t date—on page 18, you treat on t following: "Whom to Make Cla on When Goods are Damaged Lost on a Railroad Route Co posed of More Than One Road."

I read this article closely, a inasmuch as the conclusions we contrary to general practice, I c out the article and referred it—you will note from pencil memora dum on the bottom of it—to one my personal friends, who is prom nently connected with the freig claim department of one of o great railroad systems.

I am enclosing you his reply, t gether with copies of the Cummi amendment and Supreme Cou ruling, together with his own co clusions. This man himself handl thousands of claims in a year.

Do not misunderstand me. I a not taking this up in a controversi spirit nor for publication, but seems to me that some of you patrons might go to unnecessar trouble and even forego makin claims for rightful damages if the had to follow the procedure out lined.

I trust you will take this in th spirit that it is sent.

Would be pleased to have you re turn to me these enclosures whe they have served your purpose.

The way the matter is handle practically is that claims are mad against the initial road which ap portions losses and damages amon the other roads, collecting for it and the initial road settles with th shipper.

Yours very sincerely,
* * * * *

This correspondent and his friend, the railroad man, have made the mistake of thinking that the article referred to was discussing

You Will Make Money

By Sending for a Catalogue and Price List to



H. M. Lakoff

Wholesale Confectioner
Tobacconist, Stationer
Specialties

316 MARKET ST.
PHILADELPHIA
"The Convenient Store"

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

interstate business. Perhaps the author was responsible for that mistake for not specifically saying in the article that he was referring to *intrastate* business, that is, freight business wholly within a State. He supposed, however, that it would be understood that the law which he was discussing was the law of the particular case which was submitted to him, which was purely an intrastate matter. The law of interstate freight business is undoubtedly as this correspondent states it. The law of the States, that is, intrastate business, is as stated in the article referred to, and it has been held to be the law of practically all States in a decision by a Pennsylvania Court not more than four weeks old.

A Railroad Held Responsible for Damage to Goods While En Route.

The United States Circuit Court of Appeals in the case of the McNeill & Higgins Co., of Chicago, against the Old Dominion Steamship Co. has decided that a railroad is responsible for the condition of the goods it is carrying, so far as quality may be impaired by floods and similar visitation. The Chicago jobbers consigned on March 15, 1913, 273 bags of coffee to the railroad company for shipment from New York to Chicago. At Peru, Ind., the shipment met the Dayton, Ohio, flood and windstorm and the top of the car was blown off and the coffee was soaked by the rain from above and from the water rising until it entered the car. The car was held at Peru from March 24th to April 10th, and the wholesale grocery firm claimed that it was during this period that the coffee was made worthless commercially, contending that it was only partially damaged by the water at Peru, such damage not amounting to over 2 or 3 cents a pound. The railroad company finally sold the coffee in Chicago for $101.01 after all freight charges were paid, although its original value was $10,000. The railroad won in the lower court, but the Court of Appeals reversed the decision and remanded the case for a new trial. In handing down the opinion the court said in conclusion:

> The duty of a carrier to use reasonable care to protect the shipper's property from damage after the shipment has been overtaken by a storm that may properly be classed as an act of God, is well established.

Increase Your Profits by Buying by Mail.

In Philadelphia there is a wholesale house that sells by mail such goods as confectionery, tobacco, stationery and all kinds of specialties. The proprietor of this store, H. M. Lakoff, 316 Market street, calls it the "Convenient Store," because you can practically buy everything you need in the way of specialties. He also claims that once you read his catalogue and price list you will become a regular customer because of the money you save.—Advt.

You Profit—

and your customers benefit, every time you sell Rumford. Every can sold means another sale of—

Rumford
THE WHOLESOME
BAKING POWDER

RUMFORD CHEMICAL WORKS,
Providence, R. I.

N.65

BABBITT'S CLEANSER

The Big Seller



The large, new can of Babbitt's Cleanser that sells for 5 cents enables your customers to cut the cost of cleaning in half because it's as big and as good as others which cost 10 cents. It sells twice as easy and twice as fast as any 10-cent cleanser. Extensive advertising is featuring the new package, the low price, and the fact that the Trade Marks are good for beautiful and useful presents. Take advantage of the demand we are creating and see that the showy can is prominently displayed on your shelves. You'll never have a complaint from a customer who uses it.

B. T. BABBITT, Inc.
NEW YORK CITY



No. 374.—One Kind of Wildcat Competition and What Can Be Done About It.

The question asked by the letter which I am reproducing below may arise in anybody's experience at any time. Therefore I discuss it here instead of sending a personal answer, withholding the writer's name and address as he requests:—

We present below a situation on which your opinion is desired.

A, a patentee, is manufacturing and selling, through the jobing trade, a device on which he has spent several years' time and considerable money in creating a demand and building up a business to the point of reasonable profit. He now has a line of jobber customers covering practically the entire field in which the device may be sold. This field, however, is limited and the article a "short season" one and A can easily supply the entire demand, which makes a fairly good business for one firm.

At this point B enters the field, copies A's device, makes it with less care and less taste and goes after A's customers, offering to supply them at a lower price, and is meeting with some success, to the serious injury of A's business. As B's device looks exactly like A's, it is, of course, being sold solely on the reputation of A's product. As no change in illustration is necessary, the same cuts which the jobbers used for A's device (electrotypes for which were furnished by A) are being used in some instances, at least, for the sale of B's.

A notified B that he was infringing his patent. B replied in a rather defiant manner, but on being threatened with a suit, promised to discontinue the manufacture of the alleged infringing device. After one year A discovers that B continued the sale of the device in question, and in the meantime, with the assistance of a patent attorney, has devised certain minor and unimport changes in the structure in an effort to avoid the claims of A's patent. B now cheerfully informs A that his patent attorney advises that the device as now constructed avoid the claims of A's patent. These slight changes have apparently been made with a view of retaining the essential features and general likeness to A's device in order, as seems evident, that it may pass in the trade as substantially the same thing. The same cut or illustration will still answer for both.

One of the slight changes which B made seriously impairs the efficiency of the device, but this change cannot be determined with the eye, nor can the user determine the cause of the inefficiency without considerable intelligent study of the mechanical construction. Now, if B is permitted to continue in his course his device will still pass in the market as substantially A's product, and the sales made will be solely on the reputation of A's device. Thus B is not only practicing a deception on the trade and the consumer, but this deception will, as a matter of course, eventually affect the reputation of A's device.

As a last resort A will certainly bring suit for infringement, as his patent attorney believes the changes in structure are "colorable" only and do not depart from the spirit of the invention.

We have gone into this in detail because there seems to be other questions involved than those of technical patent law, and on which your opinion is desired, viz.:—

In the meantime, what may A do to combat this competitor, if such he may be called, and to prevent the ruin of his business before the final termination of a suit? What may A say to his customers, whom B is endeavoring to draw away, in regard to this bold invasion of his rights? What may he say of the deception in B's device?

Your recent articles would seem to indicate that it might be unsafe for A to do or say anything other than bring a suit, and even in this event, should he fail to sustain the charges, he might be subjected to a suit for damages in return. Personally, we believe in a case like the above the law would permit or give A considerable latiture in combating such a bold invader.

The question is, what can A do to save his business here? Is he helpless? Must he await the long and uncertain process of the courts, with B meanwhile going ahead and stealing his trade, or is there some quick and effective method by which he can settle the matter, or at least prevent B from doing any more harm until it is settled?

As bearing upon the lengths to which competition can legally go, the question is interesting.

What I should do if I were A, and were confronted by wildcat competition of this sort, is this:—

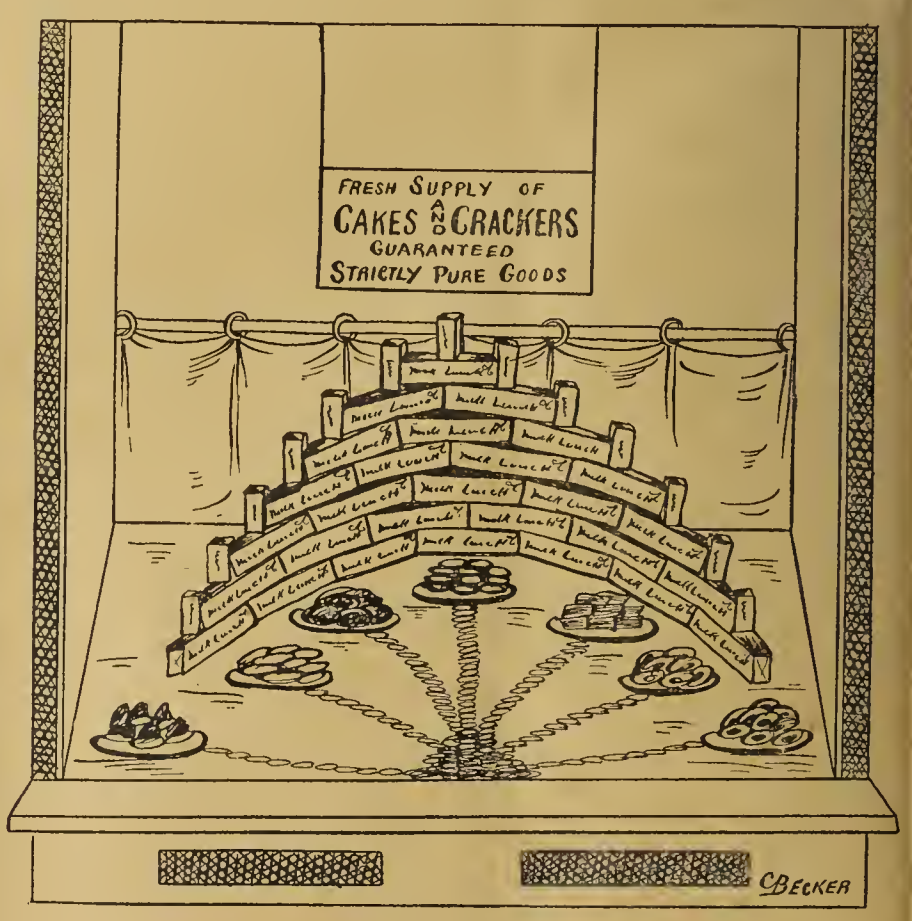
I should *at once* institute suit against B in the United States Courts of his district. This will not be cheap or easy, but it will probably be worth all it costs. I should ask for a preliminary injunction against him on the two-fold ground that he is infringing upon my patent, and that he is guilty of unfair competition. From the above statement of facts, there is plenty of ground for an injunction, which if the court grants it, will peremptorily stop B, and indirectly all of his customers, from selling B's device until the suit is decided. My judgment is that the court would very likely grant it, under the circumstances above set forth, if they c be proven.

Unfair competition, which m exist even if there is no infring ment of patent, lies in the atten B is evidently making to get t benefit of A's work—to palm his own device as A's.

A will either get a prelimina injunction or he will not. If he refused it, he may still get a p manent injunction, when the ca comes on for final hearing, wh will not be, however, for seve weeks. He will get the prelimina injunction, if at all, within a f days.

Whether he gets the prelimina injunction or not, the next st ought to be to go straight to eve customer with a fair story of t controversy. If he has the injun tion he can of course say he has If he hasn't it yet, he can say has applied for it. And he c state the facts of the dispute, fu

Weekly Window Display Suggestions



Cake and Cracker Display.

This makes a very good display and should make your sales increase wonderfully. First cover the bottom of the window with white crepe paper. Arrange plates of cakes in a semi-circle on the bottom of the window. In the center of the window in front build a pyramid of ginger snaps and lay a row of them to each plate of cakes. Back of the plates make a semi-circle of milk lunch and place a box of Uneeda biscuits at the ends of the milk lunch boxes, as ilustrated. Arrange white crepe paper to form a curtain at the back. Suspend a large neat sign card, as shown in illustration.

This Tells the Tale



¶ A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

and fairly. A United States Court, in a case recently decided in Indiana, enjoined the defendant from sending notices to the trade accusing a competitive article of being an infringement, the evident object being to destroy the competitor's trade. This decision does not go so far, however, as to forbid every merchant or manufacturer who considers himself aggrieved and who is obliged to go to law to redress his wrongs, from telling his customers about it. On the contrary, he can undoubtedly tell them with perfect legality about it. Any man who is facing competition of this sort, which he believes to be in a sense fraudulent, can go straight to his trade and state his side. He can do it by word of mouth, or by letter, or by advertising, or in any other way, and no action for damages can successfully be brought against him—*if what he says is true and is said in good faith.* That is the only chance he takes—he may be compelled to prove the truth of what he has said, and its good faith. If he can do that, he is safe.

It seems reasonably clear, if B has a preliminary injunction granted against him, and the trade is then completely covered by A's statement, that a crimp will be put in B's business which will practically eliminate him. And if A's statement is true, very properly. There is no remedy so speedy and effective as the injunction in cases where competitors are either infringing on some patent or trademark right, or are indulging in unfair competition. Through an injunction the United States Government reaches out its hand and seizes by the throat the business man who has not been willing to play the game fairly. It is expensive, but if you have good grounds for it, you will always find that it pays.

(Copyright, July, 1916, by Elton J. Buckley.)

—

Question: W., N. Y.—The chain stores here have marked Kirkman's soaps 7 for 25 cents. Has the manager the right to refuse to sell same to my boy? If he has no right what can I do?

Answer.—He has the right to refuse, and if I were he that is precisely what I would do, of course. If he sold you he would merely be supplying you with ammunition to shoot back at him with.

The Modern Merchant
The Modern Grocer
The Modern Manufacturer
The Modern Consumer

ALL realize that crackers and coffee must be clean, fresh, devoid of over-dampness, to give satisfaction.

Heekin Heavy Duty Steel Cans

fulfill every requisite perfectly—they protect the contents without exception.

Used for crackers, they retain the freshness, crispness and flavor. Size, 15½ x 27¾ in.

Used for coffee, they retain the aroma, bouquet and goodness. Size, 15½ x 20¾ in.

Plain, lacquered or stenciled with attractive designs originated by our artists.

Write for sample and see quality.



The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio
"Heekin Can Since 1901"

The Scale Hospital

Scales of All Kinds Repaired
Made Like New
Refrigerators Repaired and Moved
Store Fixtures of All Kinds
Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

Teaching a Nation the Value of Raisins

Europeans eat nearly five times as many raisins per capita as Americans. That's because they appreciate them. Americans will be soon using as many raisins per capita as Europeans as a result of our national campaign on

SUN-MAID Raisins

And you grocers will sell these raisins to them.
This is the only brand of raisins ever nationally advertised. We are spending thousands of dollars telling Americans about this brand in full pages every month in The Saturday Evening Post, colored pages in The Ladies' Home Journal, and local newspaper advertising.
Grocers everywhere are feeling the results. Capitalize on this sensational expenditure of money. Get the full benefit of this new impetus to your raisin business.
Three Varieties—Sun-Maid Raising come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded).

Your Jobber Can Supply You

CALIFORNIA ASSOCIATED RAISIN CO.
Membership 8000 Growers (280) **FRESNO, CALIFORNIA**



Dy'e You Blame Mrs. Adams?

If there's one kind of blame jackass business that gets me going more than another, it's that kind that makes a storekeeper get sore because some customer don't buy everything of him.

And not only get sore, but show the customer he's sore.

Oh me, oh my, but that looks to me like the limit!

You'd be surprised how many fellows do that. It's a peach of a way to get business, ain't it?

The other day I stood in a store and saw a thing like that happen. This time I did what I never did before and so help me, never will again—I butted in and told the boss.

Did he put his arms around me and kiss me? Not yet. It was his son that did this thing and come to found out, he felt just as the same as his son did.

All the same, I butted in because I thought I was doing him a good turn, and when I go to Heaven I ain't going to speak to him.

Here's what happened. A woman come in asking for some corn on the cob. They do a big truck business, and they had some corn. Sam, the boss's son, waited on her.

"Is that corn any good?" asked the woman. "It don't look very good to me."

"There it is," said Sam, as surly as he could be.

"I know it's there," said the woman, "I didn't ask you that. I asked you if it was any good."

"It's sweet corn," said Sam, still surly as all get out. Didn't make any move to show it to her or anything.

"Well see here, young man," she said, "if you don't want to wait on me, you know, you don't have to. Seems to me you're about as disagreeable as you can be. I'm not the only one that has noticed it; others have told me about the way they get treated in this store and if I come in here again you won't wait on me, I'll be sure of that."

"I don't want to wait on you," said Sam, as ugly as a dog.

All this had been going on pretty loud. Everybody in the store heard it, for the woman was pretty well het up.

The cashier of course heard it too and she came around and finished waiting on the woman.

Now she may come in there again. Chance is she will, for they do the biggest truck business in the neighborhood. But she won't come in there for what she can get anywhere else, that's a cinch.

I made up my mind I'd go to the boss with that. Then I called myself an old fool and decided I wouldn't. Then I changed my mind again—seemed to me it was the only decent thing to do—and when I got at him in a minute I handed him the whole thing.

"You can call me a butter-in if you want to," I said, "but I'd want to be told a thing like that if it was my store."

"D'ye know who the woman was?" he said.

"I heard the cashier call her Adams."

"Oh, Mrs. Adams. She never comes in here except for something she can't get at the chain stores," he said. "I wouldn't kow-tow to her any more than Sam did."

If he'd hit me in the face I wouldn't have been any more flabbergasted. I started to hand out a line of argument, but cut it off short. What was the use? The only thing it was up to me to do was to get it to him. If he knew about it, I was out of it.

But can you beat it? Here's a man thinks a customer *owes* him all her business! And if she don't give it all to him she ain't paying a debt and he has a right to get sore! The way he feels is—if you don't buy everything here, you needn't buy anything! If I can't sell you $5 worth a week I don't want to sell you $1 worth and you can get the hen out of my store! Oh put a muzzle on me before I go mad!

I might have told him I did wonder she didn't come to him anything she could get at the ch store. Chance is they treated like a white woman at the ch store.

THE STROLLER

Week's Dry Goods Record.

Marshall Field & Co., in their wee review of the dry goods trade, say:-

Current wholesale distribution dry goods shows a considerable i crease over the corresponding pe iod of a year ago.

Buyers have attended the mark in larger numbers than during th same week 1915.

Attention is being centered on th coming Market Week and Fashio Show, August 7th to 12th, an wholesalers are preparing for a influx of merchants.

Collections are better than fo the corresponding period last yea

The market on domestic cotto goods is firm.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Work for Volume.—If you are at the head of your department, whether that department is groceries, meat, butter and cheese or vegetables, you must everlastingly work for volume in order to bring down your overhead charges. This, of course, applies where departments are separately kept, and no store can be successfully, or at least accurately and scientifically run unless this is done. If it isn't done, how on earth does the office know which man is making good?

* * *

Tuesday morning is an anxious morning with the heads of our departments, because it is then that the statements are issued.

So the higher your sales go with normal help the lower your percentage of expense. This, then, is the test of your business ability, and business ability in your case represents push, energy, discretion, display, courtesy and the proper pricing of your goods.

* * *

The last is perhaps the most ticklish thing to handle—to know when to drop and when to advance a price requires rare judgment. Theory men will tell you to mark your goods at a certain per cent. of profit, no higher, no lower.

Practical men, men who are on their job, know who are up against good and bad, and sometimes even wild competition, know better. Certain things this week can be sold at 35 per cent. profit on the sale and maybe next week 20 per cent.

Fixed percentage is all very good, the principle is right. But meeting conditions and thereby holding your trade better business.

* * *

Mistakes.—Mistakes are the res of inattention. What causes you forget to copy an order? Why do y enter the wrong price? Why get wrong street number?—Inattention. see it illustrated daily in and out of o own place of business.

Do you know the cure for it? T cure for it is *attention,* and it can acquired simply as any habit is acquir

The other day a man sold a gall can Wesson oil for $1.10. The list this oil is $10 a case of eight cans; had in mind a very old price.

* * *

The way and the only way to get t "attention" habit is to listen to o thing at a time, getting that thi planted solidly in your head. Have y ever had a clerk come back to you a say, "What new price was that you ga me just now?"

There is positively no excuse for young fellow acting that way. Old m are excusable. But you young ch had his thought elsewhere, and so lo as thought is elsewhere, mistakes w occur and the oftener they occur t nearer they bring the victim to the i evitable receipt of a blue envelope.

* * *

Be an attention clerk, concentrate o your work. Play when play time come but think when thinking time comes ar you will find that the practice of th habit will save you many a troublesom hour. It will make you a more valuab man to your employer and your facil ties a better servant to yourself.

The Science of Retail Advertising

This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon reguest, and to the suggesting of original advertisements when data is supplied. All communications sent in for this department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up in strict rotation.

I have from C. M. Hertzog, East eenville, Pa., a circular which ows that he is quite a schemer. e is working an advertising heme which seems to me a good al like playing with fire—offer- g a prize for the most popular arried woman in the town. It esn't end until September 1st, d I can see knives drawn and fly- g in the town of East Greenville ig before that. Here is the cir- lar. It measures about 4 x 9, d is printed on rather flimsy ocolate colored paper:—

FREE

To the Most Popular Mar- ied Lady a 42 Piece Dinner Set.

This Contest Will Start July 14 and Will End September 1, 1916.

One vote given with every 10 cent purchase.
Double votes every Tuesday and Wednesday.
Votes counted every Wednesday.

SPECIALS FOR SATURDAY
JULY 15. 1916.

Hawaiian Pine-apples	15c a piece
Peas	7c a can
Shoepeg Corn	7c a can
Shad	9c a can
Red Beets	11c a can
Mustard	5c a jar
Fish Roe	10c a can
Horse-radish	9c a glass
Ladie's Knitted Drawers	22c
Ladie's Vests	10c
Pint Grape Juice	20c a Bottle
Baker's Cocoanut	9c a can
Yellow Peaches	2 cans for 25c
Jelly Glasses	20c a doz.
4 Big Lemons for	5c

C. M. HERTZOG
EAST GREENVILLE, PA.

These contests are exceedingly ood things, in small towns. They ardly go at all in the larger places, ut in a town of say a couple of housand people, where everybody nows everybody else, I have never een one fail when conducted prop- rly. They arouse an astonishing nterest and some of them really let the town on fire. And there is o doubt that they are business- etters. The trouble is that most etailers who use these schemes don't realize that the most of the new business they get is reasonably certain to be transient business unless they work plans to make it permanent. I remember one grocer who tried practically this very scheme. And he did a whacking business with new people all the time it lasted. But when it was over all the transients who had just run in to buy a few votes went back to their regular stores. He had made no systematic effort to hold them while he had them in his net. There are various ways in which he could have done that—gotten them interested in some special line while they were in the store, called them up on the telephone to say that he had something especially good in fruit, or whatever it might be, putting them on the list to send advertising to, and so on. Making in other words, a careful, methodical campaign to keep the transients coming to the store regularly. Any grocer who will do that can get a lot of good business out of a scheme like this.

* * *

Outside of the scheme, the circular is a little barren, although these specials may be good enough to stand alone. I confess I don't like this laconic way of advertising. "Peas, 7 cents a can." Not even "Good peas." "Shad, 9 cents a can." Not a word about it. Even the name of the packer—"Jones' famous Shad"—would have been better than "Shad." I don't know what luck Mr. Hertzog is having with his specials, but I feel sure he would get more direct orders if he would dilate a little on his goods. Be more communicative about them. He is now leaving the price to do it all, and while it may be low, I don't believe it is low enough for that.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

Forcing That Smile!

DID you ever smile pleasantly at a customer whose account is costing you from 15 to 20 per cent. to carry it?

¶ When you figure it out, you will probably find a number of accounts which are worth **very little in net profits** by the time your collections are made.

¶ Well!—it takes a brave man to deny further credit when eventual payment is absolutely sure and the only trouble is the customer insists upon **doing business his way instead of yours.**

¶ Why not make it worth while for your trade to pay you promptly? What is ready money worth in your business?

¶ S. H. Green Stamps go a long way towards producing the results you are after. In twenty years of thorough trial they have made a record that leaves no room for argument. Let us tell you about it!

"THE STAMP THAT STAYS"

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 134.

We have for sale one 120-account system. It is a Standard Account System, manufactured by the American Sales Book Co. Cost $25, will sell for $5.

C. W. RETTEW,
Fifth and Locust Sts., Lebanon, Pa

Offer No. 135.

I have a glass front refrigerator; size, 6 feet high, 40 inches wide, 30 inches deep, in first-class condition, I would like to dispose of; price $35 cash, delivered to buyer, or $10 down and $10 a month on lease.

FLOYD KLINETOB,
Berwick, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible. and if goods don't move in four weeks they will probably not move at all.

Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio



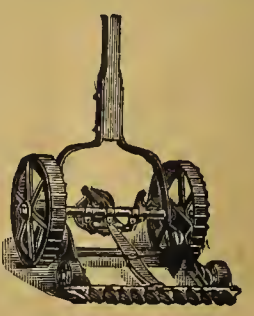
They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in stage to pay for remailing the same. The price of each insertion is two cents per word in advance.

SITUATION WANTED

WANTED.—Refined, educated woman, irty years old, wishes a position where onesty and ability to please customers ill be appreciated; several years' ex-rience in general store. Address . C., care Grocery World Publication o., 927 Arch St., Philadelphia. 7

HELP WANTED

WANTED.—A general stores sales-an who is at present employed and is held this same position for at least wo years. Salary $800 to $900 per year, cording to previous experience and cord. Address C. E. Engel & Co., nion Bridge, Md. 7

WANTED.—Grocers' tea and coffee lesman to handle my line of store xtures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

OR SALE.—First-class general gro-ry store, very best location, doing a siness of $12,000 a month; more can done. Only those meaning business id have the cash need apply. Build-g contains meat market and is large ough to accommodate four families. hree-room cottage adjoins. Also have ie five-passenger Abbott-Detroit tour-g car, 1916 model, forty-five horse-power, self starter; easy on tires; aver-aging twenty miles per gallon gasoline on rough country roads. Address Frank Horvath, Wyano, Pa., Box 98; Bell phone 115-R 14, Youngwood, Pa. 10

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—Grocery and meat store, doing a very large cash business. Will sell fixtures to a quick buyer for $1,250, stock at inventory. Property can be bought for $6,000; seven rooms, bath and all conveniences. Address N. W. corner Park Ave. and York St., Philadelphia. 12

FOR SALE.—$1,400 will buy stock and fixtures of fine grocery and provision store in a fine residential section of Philadelphia; doing $400 to $500 weekly; a rare bargain; seller has other business which demands his time. Address W. S., care Grocery World Publication Co., 927 Arch St., Philadelphia. 5

FOR SALE.—Established mercantile corporation, $10,000.00 capital, doing cash and credit business, all credit business secured with good collateral, big profits, new, up-to-date store fixtures, stock A No. 1, located in one of the oldest towns in South Carolina and in best farming sections of State. Best store building and best location in town. Prefer selling outright, but would sell half and give purchaser management of business. This is your opportunity. Owners have other interests and wish to engage in other business. If interested, address Corporation, care Grocery World Publication Co., 927 Arch St., Philadelphia. tf

FOR SALE.—A good, established general merchandise store in a growing town 2½ miles from Coatesville. A $9,000 business on a small stock, at inventory about $2,000. A pleasant house, rent very reasonable. Other business cause for closing out. Address J. W. McElhaney, Pomeroy, Pa. 5

FOR SALE.—General store, including building, fixtures, stock, etc. Best location, most modern improvements, splendidly established business, thriving industries. Stock at inventory. Building, with dwelling attached, at $5,000. Address H. M., care Grocery World Publication Co., 927 Arch St., Philadelphia. 5

FOR SALE.—Six-room house and grocery store, located in Carrick (Pittsburgh), Pa.; grocery established for fifteen years, oldest established business in Carrick; invoices $2,500; house is six rooms, all modern conveniences (bath, electric light, gas, outside buildings, including stable). Will sell for $10,000, part cash, balance to suit buyer. Retiring from business reason for selling. Address Jos. Englert, 443 Spencer St., Mt. Oliver P. O., Carrick, Pa. 10

FOR SALE.—Cash grocery store; $500 for fixtures, including U. S. Slicer, Dayton scale, National cash register and McCray floor show case refrigerator; stock at inventory; big bargain. Address Fisher, 535 W. York St., corner Fairhill St., Philadelphia, Pa. 7

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

FIXTURES.

FOR SALE.—One No. 11 McCray showcase refrigerator; cost $125. Also one American Slicing Machine; cost $255. Both nearly new; make offer. Address Fisher, 535 W. York St., Philadelphia. 5

FOR SALE.—One 220 account McCaskey Credit System; never used; cost $100 thirty days ago, will sell for $65 cash. Address Decker's Cash Store, Waynesboro, Pa. 7

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JULY 31, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	COL.
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Flour
Fresh Fish

DECLINES.

Provisions
Lard and Compound, Swtft's
Live Poultry

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls.	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocba Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	.....
Tomson-Hummels, tin, ½ gross per gross	2.60
" imp., ½ gross "	2.15
Floto's, improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl. per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per lb.
Creamery specials	.33
" extra, 60-lb. tubs	.32
" first, "	.31
" second, "	.30
" third, "	.36
" dairy, extra, bakers' use, 30-60 lbs	.26-.29
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-.34
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.36
Awltru	.34
Honebe	.32
Star or S. D., 1 lb., 20-50 lb. boxes	.36
B. B., E. D., 20-50 lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.34
Sheaf ("400"), Elgin, 20-50 lb. boxes	.33
Sheaf	.32
White Rock	.36

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs	.10¼
" 16s, 30 lbs	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07½
Searchlight, hotel, 16s, 30 lbs	.06½
Peerless, hotel, 16s, 30 lbs.	.09½
Bright Light, 16s, 30 sets to box per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.60
Quarts	5.25
Pints	4 90
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz per doz.	.17

CATSUP.

Snider's—	Per doz.
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.90
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

—5—

CANNED GOODS.

ked Beans—	
Ritter's	1.00
B. & M., No. 2	1.20
Campbell's, 16 oz., tomato sauce or Boston style	per case
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.45
Vitcory, No. 1	
matoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
na Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
ing Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York, No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
ed Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
orn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.85
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	
eas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.85
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.85
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiaua, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
ets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
ccotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
sparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
umpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
pinach—	
Standard, Maryland, No. 3	1.05
our Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

pricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.75
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.25
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgi., Young Mackerel in Olive Oil, ¼s, 100s	15.00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12.00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ⅛s, 100	
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, ollve oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ½s, key, 48	3.15
Irma, fancy, ¾s, 50	3.80
Gold Label, ¾s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¾s, 50	4.50
Pickert's, Crown brand, ¾s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato	.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ⅛s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hersbey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.32
" 10-lb. bags, 100-lb. case "	.30
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in hox ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes In case, ½-lb. pkgs	.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—	Per can.	Per
12 lbs. in box.		
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅜	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. In case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—	Per
6-lb. boxes, 24 boxes in case.	
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 In a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1 32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—	Per ream
All No. 1 Manllla paper, full count, 480 sheets to the ream.	
15x20, 5 reams In bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter, Parchment—	Per pkg.
9x12, 1000 sheets	1 18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good " 200 "	6.25

Butter, Wax—	Per pkg
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.63	.52
½ "	10M	.76	.63
1 "	8M	1.01	.83
2 "	6M	1 32	1.09
3 "	5M	1.58	1.30
4 "	4M	1.96	1.61
5 "	3M	2.27	1.87
6 "	3M	2.77	2.28
8 "	2M	3.22	2.65
10 "	2M	3.66	3.00
12 "	2M	4.28	3.53
14 "	1M	5.42	4.47
16 "	1M	5.80	4.78
20 "	1M	6 50	.....
25 "	1M	7.18	.....

Flour Sacks, satchel bottom— Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

No. 2, Manilla light weight—	Per lb.
12 in. rolls	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾

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Silk Fibre, No. 1—	
9 in. rolls	.05
12 "	.05
15 "	.05
18 "	.05
20 "	.05
24 "	.05
30 "	.05

Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.50
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3 00

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Water	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Pails
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Grabam Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.
Wein Senf, Prepared Mustard.
Dove Brand.

Stone pots, small, 2 doz ..... per doz.	1.40
" " with horseradish ..... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish ..... "	.....

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Weln Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz ..... "	.46
" with horseradish, 2 doz ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, ... less	.....
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " ..... less than cask, "	.....
Roquefort ..... 12 in case, "	.....
" ..... less than case, "	.....
Parmesan, about 30 lbs ..... loaf, "	.....
" ..... less than loaf, "	.....
Edam, 12 in case ..... case	.....
" ..... single	.....
" In tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.....
" " ..... less than loaf	.....
" square loaves, No. 1, about 25 lbs. each ..... per lb.	23
Limburger, No. 1 ..... box and ½ box	219
" " ..... less than ½ box	20
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.22
English Dairy ..... "	.24
Pineapple, picnic size, 6 In box ..... per box	3.00
" gem size, 6 in box ..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 In box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ..... per lb.	.....
Welner Wurstel, 16 in tin ..... per doz.	.....
" 8 In tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29	.30
" (Diamond S.)	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami (Circle S.)	.29	.....
" (Diamond S.)	.28	.....
" (G. A. P.)	.....	.....
Landjager, short ..... per lb.		.35
" long ..... "		.....
Mortadella, dry ..... "		.....
Knackwurst, 25 in box ..... per box		4.75
" ..... per doz.		2.40
Tongue Sausage ..... per lb.		.22
Smoked Braunschweiger Liver Sausage "		.20
Lachs Ham ..... "		.43
Petit Delicatess Frankfurters, plain .. per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.		1.00
Lebanon Beef Balogna ..... per lb.		.22
Paprika Speck ..... "		.18
Mettwurst, half round ..... "		.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.		.35
Smoked Thuringer Blutwurst ..... "		.....
" Pfefferwurst ..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. pails ..... per pail	.75
" 10-lb. pails ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ⅛ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ⅛ bbls	.....

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Marinirte Herring, Imported, about 40 In pail	2.75
Roll Herring, imported, about 25 in pail	.....
Spiced Herring, Imported, about 40 in pail	.....
Norway Stockfish, dry ..... per lb.	.22
Matjes Herring ..... piece	.....

Bismarck Herring.

Round tins, with key, pint ..... per doz.	2.65
" " quart ..... per tin	.42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tin	1.30
" 2-quart tin	.75
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand ..... per keg	.....
" 5-lb. pails ..... per pail	.....
" 10-lb. pails ..... "	.....
Cut Spiced, 10-lb. pails ..... "	.....
" 5-gal. keg ..... per keg	.....
Russian, In glass jars ..... per doz.	.....

Norway Anchovies.

Fancy, keg	.....
" ½ keg	.....
" ¼ keg	.....
" ⅛ keg ..... per doz.	3.00
Original package ..... per ⅛ bbl.	.....
Repacked, 5-lb. pails ..... per pail	.....
" 10-lb. pails ..... "	.....
" 5-gal. kegs ..... per keg	.....
½-lb. flat tins ..... per doz.	.....
¼-lb. tall tins ..... "	.....
" 1-lb. tall tins ..... "	2.10

Salt Sardellen.

Original packages, 1902 ..... per anker	.....
Repacked, kegs, about 8 lbs ..... per keg	3.25
" pint jars ..... per doz.	5.25
" large tumblers ..... "	.....
" small tumblers ..... "	2.00

Russian Caviar.

1-lb. tins ..... per doz.	.....
½-lb. tins ..... "	.....
¼-lb. tins ..... "	.....
⅛-lb. tins ..... "	.....

German Dill Pickles—Regular Size

60-gal. casks, about 2000 ..... per cask	.....
50-gal. bbls., about 1200 ..... per bbl.	12.00
15-gal. kegs, about 500 ..... per 100	.....
10-gal. kegs, about 300 ..... "	.....
5-gal. kegs, about 150 ..... "	.....
10-lb. pails, about 50 ..... per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	.....

Domestic Sourkrout—Long Cut.

60-gal. casks ..... per cask	.....
48-gal. bbls ..... per bbl.	5 50
10-gal. kegs ..... per keg.	2.00
5-gal. kegs ..... "	1.15
10-lb. pails ..... per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb.	.....
Spitzkugein ..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No 2, 6 in pkg., "	.....
" No. 3, 6 in pkg., "	.....
Amandines, 9-lb. tins ..... per tin	.....
" small tins ..... "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs ..... per bag	.....
Green Kern ..... per lb.	.35
Potato Flour ..... "	.09½
German Dried Pears ..... "	.....
Dried Mushrooms ..... "	.....
Juniper Berries ..... "	.08
St. John's Bread ..... "	.....
Bay Leaves ..... "	.08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.13
½ bbls., about 180 lbs	.13⅛
Tubs, about 65 lbs	.13⅜

CHEESE.

New York, full cream, fancy, old, 40 lbs	.17
" " choice, new, 35 lbs	.17
Picnics, full cream, fancy, new, 20 lbs	.17½
Swiss, domestic, about 30-lb. blocks	.24
" " about 70-lb. loaves	.....
McLaren's, medium, 2 doz ..... per doz.	1.35
" Club, 2 doz ..... "	1.00
Red Edam ..... each	1.65
Philo Cream, 1 doz. 10c. size ..... per doz.	.95
Elkhorn Pimento, 1 doz ..... "	1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.31
Western, selected	.31
Milben Farm	.33
Awltru, packed in cartons	.31

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FANCY GROCERIES.

mond Staple Paste, 5-lb. cans	per lb.	.33
chovies, in oil, 6 ring bottle	per doz.	5.25
" " 3 ring bottle	"	3.25
pers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
nton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
erries in Maraschino, glass, 1 doz.	"	7.00
am Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
rrie Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
ench Peas, extra fine	per case	21.00
cCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.35
5-lb. cans	per tin	.70
14-lb. cans	"	1.65
uniley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
ed Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
lt, stone jars, 4 doz		1.75
heodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
ruffles—		Per tin
⅛		.20
⅛		.35
¼		.60
½		1.25
rimps, pickled, small size		1.20
" Dunbar's, 2 doz	per doz.	2.75
igs in Cordial, Bishop's, 1 doz	"	6.50
rystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
ime Juice, Rose's	"	5.00
ictor Rose Water	"	2.25
" Peach Water	"	2.25
itted Olives	"	5.25
he Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

teero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
meko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
meko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
iebig's Oxo Cubes—		Per doz.
12 4s, 10c. size		.85
12 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
rmour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
rmour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
rmour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

rmour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
rmour's Fluid Beef Extract—	
Bottles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
eresota	6.90
King Midas	7.25
Gold Medal	7.10
Millbourne	6.90
On Top	7.15
Pillsbury's Best	6.90
Semper Idem	6.15
Pride of the West	5.75
Sunbeam	5.65
Quaker	6.65
Blue Seal	5.65
Sunny White	7.25
Crocker's Best	6.65
Duluth Imperial	6.65

Prepared Flours.

	Per case
riscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz.	1.44
2 doz. 28-oz.	2.40
Either straight or assorted cases	

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
Uncle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags per lb.	.07½
New York State Marrows, new, bags about 2½ bushel	6.25
Michigan Pea, new, bags about 2½ bushel	6.25
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic, 1 bushel bags	.....
Lentils—	Per lb.
000000, 2 10-lb. bags	.12½
Less quantity	.13

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs	2.02½
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.02½
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s per case	1.80
Pearl, 100-lb. bags per bag	2.30
Grits, 100-lb. bags "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	2.50
No. 3, 100-lb. bags	2.50
Oatmeal—	
B, bbls per bbl.	5.61
B, 100 lbs per keg	2.71
Rolled Oats—	
Avena, 180 lbs per bbl.	5.35
" 90 lbs per keg	2.80
" 90 lbs per sack	2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs per case	2.60
Instantaneous, 50 1s "	4.00
Colburn's Hasty, 36 pkgs per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	.90
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.75
Pettijohn's Breakfast Food, 18s	2.12½
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	2.00
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

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Sundries—		
Pettijohn's Bran Flour, 12s		3.80
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.90
Quaker Whole Wheat Flour, 10s		2.15
Schumacker XXX Graham, 10 10s-20 5s		3.25
Scotch Brand Pearl Barley, 24s		1.70
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	1.00
5 gross lots, with 3 doz. free	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large per gross	17.25
Small "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Mother's, small, 1 doz	.48
" large, 1 doz	.88
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz per case	1.60
Minute Gelatine, 15c. size, 36 pkgs. per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. per doz.	.90



Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " 11 oz., 2 doz	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	170-190	27.00	14.10	7.25	1.60
Med Shore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Spring Irish, No. 3	330-380	20.00	10.60	5.50	1.25
Spring Irish, No. 4	400-450	19.00	10.10	5.25	1.20
Spring Irish, No. 5	450-500	18.00	9 60	5.00	1.15
Large Cape Shore	100-120	19.00	10.10	5.25	1.20
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.10
" medium	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring per box	.13
Boneless Herring, 10-lb. boxes per lb.	.13
Smoked Salmon, whole fish "	.33
Smoked Bloaters, 50s per box	.....

FRESH FISH.

	Per lb.	
Halibut		.16
Bass Native		.09
Salmon, fresh	.18	.20
Eastern Cod		.14
Croakers		.06
Large Hake		.07
Haddock		.07
White Cat Fish		.15
Red Cat Fish		.12
Spanish Mackerel		.....
Snappers		.12
Eels		.12
Rock Fish		.....
Lobsters		.37
Flounders		.08
Large White Perch		.....
Sea Bass		.09
Blue Fish		.....
Porgies		.10
Fresh Mackerel	each	.30
King Fish		.10
Weak Fish	.07	.10
Butter Fish		.10
Tile		.05

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.	1.00
" " No. 2..... "	1.45
Clams .....per M	7.50 - 9.50
Necks ..... "	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S	
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs.....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	
Poppy brand, California, 12 pkgs.....per box	

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2 10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ⅛ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	Per doz.
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

	Per
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14
" medium	
Mixed Table Nuts, 25 lbs	.16
Peanuts, Green—	
Jumbo	.08
Fancy, hand picked	.06
Virginia, choice	.05
Peanuts, Roasted—	Per bu
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per g
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.19
" " 10–12 lbs	.19
" " 14–16 lbs	.19
" Skinned Hams	.22
" Cooked Hams	.34
" Bacon	.25
" Dried Beef, insides	.29
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	.19
" Skinned Hams, 18–20 lbs	.21
" Picnic Shoulders	.15
Hams, skinback, 18–20 lbs	.20
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.28
" tenders and knucks	.28
" air dried, sets	.28
" " tenders and knucks	.28
Brisket Pork	27.50
Jersey Pork, butt.....per bbl.	26.00
" family..... "	27.50
Breakfast Bacon, rib in	.20
" boneless	.21
S. P. Bellies, 14 lbs. average	.16
Bologna, 25-lb. boxes	
Boiled Boneless Ham	.34
Beef Tongues, smoked, 5–6 lbs.....per lb.	.22
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per ca
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per ca
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	.14
Jewel, compound	.12
Cotosuet	.12

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y Pure Lard—
Tins, 50 lbs. net weight ..... per lb. .14¾
Tubs, net ..... " .14½
No. 10 tins ..... 6 in crate 10.25
No. 5 tins ..... 12 in crate 10.32
No. 3 tins ..... 20 in crate 10.40
mpound— Per lb.
Tierces and tubs, about 340 lbs ..... .12½
10-lb. tubs ..... .12⅝
5-lb. tin pails, 60 lbs ..... .12¾
3-lb. " 60 lbs ..... .13

DRESSED MEATS.

ty Dressed Stock—	Per lb.	
Steers	.11	-.15
Heifers	.10½	-.14
Cows	.08	-.12
Veal Calves	.13	-.16
Extra Calves	....	-.18
Southerns and Barnyards	.10	-.12
Country Dressed	.13	-.15
Extras	....	-.17
Sheep	.14	-.15
Extra Wethers	....	-.16
Lambs	.15	-.17
Extra Lambs	.18	-.19
Hogs	....	-.14½

BUTCHERS' SUNDRIES.

esh Steer Tongues ..... each	....	-.80
ow Tongues	....	-.60
alf Heads, scalded	.50	-.75
eetbreads, veal ..... per pair	.75	-.80
" beef ..... per lb.	.25	-.30
alf Livers ..... "	.25	-.30
eef Kidneys ..... per doz.	1.25	
eef Livers	.10	
xtails ..... per doz.	1.20	
earts, beef ..... per lb.	.05	
olls, beef	16.00	
enderloin, beef, western	.22	
esh Pork, loins, city	.18	
" " western	.18	

DRESSED POULTRY.

urkeys—	Per lb.	
Frozen, Young hens and toms	.34	-.36
" Old toms	.30	-.32
" Common to good	.20	-.25
Fresh killed	.30	-.32
roilers—		
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.36	-.40
Near-by, fresh killed, 2 to 4 lbs. per pair	.36	-.40
Frozen, 3 to 4 lbs. per pair	.35	-.38
oasting Chicks—		
Frozen, 4 to 5 lbs. each	.27	-.30
" 3 to 3½ lbs. each	.27	-.29
owls—		
Fresh killed, 4 to 5 lbs. each	.22	-.23
" 3 to 3½ lbs. each	.21	-.22
ld cocks	.17	-.18
ong Island Ducks, fresh killed	.22	-.23
quabs—	Per doz.	
Prime, fancy, large	5.00	-5.50
Mixed	3.00	-4.00
Small and dark	2.00	-3.00

LIVE POULTRY.

pring Chicks—	Per lb.	
1½ to 2 lbs. each	.28	-.30
Large	.28	-.30
owls	.20	-.21
ld cocks	....	-.14
ucks—		
Young	.17	-.18
Old	.14	-.15
urkeys	.24	-.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

ellies—	Per doz.
Ritter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,	1.20
Schimmel's, 8-oz. tumblers	.90
National, 16 oz., 2 doz	.90
" 3-lb. tins, net weight	2.20
reserves—	Per lb.
Schimmel's pure, 12-oz. jars, 2 doz. per doz.	1.65
National, 30-lb. pails	.09¾
Southwark, 30-lb. pails	.07
ams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.45
Southwark, assorted, jars, 2 doz	.95
range Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.60
ruit Butters—	Per doz.
Apple, Southwark, 30 lbs. per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz. per case	1.67½
" Schimmel's, 30-lb. pails. per lb.	.07
" " 3-lb. slip cover tins. 1 doz. per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz. per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz. per doz	3.25
" Mother Cook's, No. 14, 2 doz. doz.	.85
Peach, 30-lb. pails. per lb.	.07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum ..... per lb.	.15	
Butter Color, W. & R ..... per doz.	2.00	
Bluestone, bulk ..... per lb.	.18	
Copperas ..... "	.04	
Camphor, gum, 1-oz. blocks ..... "	.70	
" flakes, 250-lb. bbls ..... "	.14	
" " less quantity ..... "	.15	
" Tar Balls, 250-lb. bbls ..... "	.14	
" " less quantity ..... "	.15	
Castoria, Fletcher's ..... per doz.	2.80	
" Pitcher's ..... "	.80	
Carbonate of Ammonia ..... per lb.	.15	
Epsom Salts, bbls ..... "	.03½	
Glauber Salts ..... "	.02½	
Glue, ordinary ..... "	11	
" white ..... "	.20	
Gum Arabic ..... "	.50	
Haarlem Oil ..... per doz.	.40	
Husband's Magnesia ..... "	2.90	
Jamaica Ginger, Hires', flasks ..... "	.90	
Licorice, P. & S., 5c. stick, imported. "	.36	
" M. & R., 5-lb. boxes ..... per lb.	.23	
" " lozenges, 5-lb. boxes "	.27	
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24	
" root ..... "	.12	
Putty, 25-lb. cans ..... per 100 lbs.	1.57½	
" 50-lb. cans ..... "	1.47½	
Petroleum Jelly, screw top, 5c. size ... per doz.	.35	
" " 10c. size ... "	.75	
Paris Green, 100-lb. kegs ..... per lb.	.35½	
" ¼-lb. pkgs., 50 lbs ..... "	.40	
" ½-lb. pkgs., 50 lbs ..... "	.39	
" 1-lb. pkgs., 50 lbs ..... "	.38	
Rosin ..... "	.04½	
Roach Powder, BB, 4-oz. cans	2.00	
" " 10c. size ..... per doz.	.80	
Roachsault, 10c. size ..... "	.80	
Saltpetre, crystal, about 350-lb. bbls ..... per lb.	.30	
" granulated, about 100-lb. kegs "	.30¾	
Sulphur, flour, 175-lb. bbls ..... per 100 lbs.	2.60	
" 100-lb. bags ..... per lb.	.02¼	
" less quantity ..... "	.03	
Venetian Red ..... "	.02	
Whiting ..... "	.02	

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quinine	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz. ..... per doz.	4.25
" " 18 oz. ..... "	8.50
Bath Brick, 25 in box ..... per box	.60
Sealing Wax ..... "	.03
Silver Sand ..... per bbl.	1.20
Tar, pts ..... per doz.	.....
" qts ..... "	.....
" gals ..... each	.....
" ½ bbls ..... "	.....
" bbls ..... "	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums ..... per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry ... No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons ..... each	5.00
" gallons ..... each	9.50
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases ..... per gross	10.80
Nos. 2 and 4, assorted cases ..... "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals ..... per gal.	.....
" ½ bbls., 28 gals ..... per ½ bbl.	.....
" kegs, 14 gals ..... per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles," display cartons, 18 5c. pkgs		.50
" " half case, 6 cartons		2 85
" " full case, 12 cartons		5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.06
Seaboard Rice Milling Co.—	
Comct Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.45
" 140-lb. cotton bags	.80
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz ..... per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs ..... per 100	1.35
Kegs, 150 lbs ..... per 100	1.45
Granulated, 60-lb. boxes ..... per box	1.10
" Crystal Brand, 24 2½-lb. pkgs., per case	1.15

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun ..... per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz. ..... per box	2.75
Kleenatub ..... ¼ gross	2.50
Electro Silicon, 1 doz ..... per doz.	.80
Putz Liquid, large, 3 doz ..... "	1.50
" small ..... "	.75
Putz Paste, large ..... "	.65
Old Dutch Cleanser, 4 doz ..... per case	3.40
" " 5-case lots ..... "	3.30
Babbitt's Cleanser, 5c. size ..... 100 cans	3.85
" 5c. size ..... 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz ..... per doz.	.45
Sunbrite Cleanser, Swift, 50s	1.95
Red Seal Cleanser, 4 doz	1.80
Bon Ami Powder, 3 doz	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s ..... per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairhank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	...	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	...	.21
" Saigon	...	.71
Cloves	.27	.28
Cream Tartar	...	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	...	.80
Nutmegs, ground	...	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs. per case	3.60
Argo, 24 5c. pkgs. per container	.92
Buffalo Powdered, bbls	.03
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	4.25
" 20 1-lb. pkgs	4.50
Hoosier, 40 1-lb. pkgs	3.50
" 20 1-lb. pkgs	3.65
P. Bros. Pulverized bbls.	2.80
Hoosier Pulverized "	2.60

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03⅜
" " 8 5-lb. cartons	.03¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	4.25
" 48 3-lb. cartons	4.25
" 12 6-lb. cartons	5.25
Hoosier, 24 5c. cartons	.80
" 10 3-lb. cartons	3.45
" 50 lb. cartons	3 00
P. Bros., 50-lb. cartons	3.25

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs	per lb.	.06⅞
Weikel's, 24 pkgs	per doz.	.90
Bird Gravel—		
Red, 36 pkgs	per doz.	.95
Silver, 36 pkgs	"	.95
Bath Brick, 24 bricks	per box	1.00
Toothpicks, Eureka, 100 boxes	per case	1.80
" Saginaw, 3 doz	per doz.	.38
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s per case	1.05
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky 10 cartons	2.35
Tanglefoot 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz. per doz.	.20
Poison 1 doz. sheets	.20
I-X-L Poison 50 envelopes	.60
Wire Fly Swatters, leather bound per gross	3.85
Wax, white and yellow per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Best, for confectionery per cwt.	2.60

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.
" medium, 2 doz	1.
Golden Tree, large, 1 doz	2.
" medium, 2 doz	1.

WOOD AND WILLOW WARE.

Brooms.

No.	Per
6, R. P., fancy	3.
7, "	3.
6, Household	3.
7, "	3.
6, Monogram	3.
7, "	3.
Daisy	2.

Washboards.

	Per
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per
Painted, 2 hoops, flat	1.
" 3 hoops, flat	1.
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb. per 1000	1.
" 2 lb. "	1.

Clothes Pins.

5 gross per box	.6

Mops.

	Per
O-Cedar—	
Polish Mop, large size	15.
" smaller size	9.
Triangle Mop, large size	15.
" small size	9.
Dusting Mop, black, large size	15.
" " small size	9.

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per
1, Extra fancy large grass	1.
2, Marble	.9
3, Grass	.8
4, "	.8
5, "	.4
6, "	.9

Stove Brushes.

	Per
Wood Handles—	
No. 34, fibre, strap handles	1.

Shoe Brushes.

	Per
With Handles and Daubers—	
No 0, All Mexican fibre	.9
No. 1, Prepared fibre	1.
No. 7, All pure bristles and full	1.
No. 16, All pure bristles, socket dauber, solid back	2.

Wall Brushes.

	Per
7-in. Tampico	.4
No. 8, Family	.9
No. 8, Hustler	
No. 8, A	1.
No. 10, A	2.

Dusting Brushes.

No.	Per
7X, 10c. size	.0
8, Gray, patent fibre	1.
18, All horse hair	1.
21, " white tipped	2.

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	.4
Newsboy	.4
Old Honesty	.4
Piper Heidsick	.7
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.3

SMOKING TOBACCO.

	Per gr
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.
Sensation, ⅙ gross	6.
Wild Rose, ⅓ gross	6.
Omega	6.
Union Leader	6.
Red Man, ¼ gross	6.

YEAST CAKES.

Magic, 1½ doz. pkgs. per box	.5
Yeast Foam, 1½ doz. "	.5

I.C.S.
R
Conn R R.

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, August 7, 1916. No. 6

Many a retailer talks about increasing his business when he really needs to increase his profits. The worst thing some retailers could do for themselves would be to increase their business.

More About the Latest Co-operative Scheme—the Albert Nelson Scheme of Co-operative Buying.

One Grocer's Way of Taking His Store Out of the Class of "Just a Grocery Store." Gives a Reception to His Townspeople to Inspect a New Refrigerating System.

High Price of Sugar Likely to Hit Home Canning. Housewives' League and Refiners Take the Matter Up.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916.

LAUTZ BROS. & CO.

Heinz Vinegars

now bottled and sealed in the Heinz Establishment

Everywhere in the United States Heinz street car and magazine advertising is telling the consumer that he can now buy the celebrated Heinz Vinegars in original sealed packages.

Heinz Bottled Vinegars mean much to you, too, Mr. Grocer. They mean convenience, a broad guarantee of vinegar of aroma and flavor, relief from the losses always connected with bulk measurement and compliance with pure food laws.

The bottles make a fine window display and our travelers will be glad to supply posters, window cards, envelope inserts, etc., to link your store with our advertising.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD



MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Give Your Transient

cash buyer a chance. Sell him a coupon book and get all his trade. Hold your credit customers in check by having them use our

Indexed Coupon Books

Let our books relieve YOU of losses—forgotten charges—disputes—95 per cent. of your bookkeeping, etc. Will get the cash—bundreds of merchants have used them for years—there's a reason. All sizes—inexpensive—f. o. b. destination. Most convenient books made.

WE HAVE SOLD MILLIONS OF THEM

WE WANT YOU FOR A CUSTOMER
FREE SAMPLES ON REQUEST. ASK FOR THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Read What Happened to An Unstamped Specialty Order the Other Day

A retailer whom we will call Smith had a call for a certain specialty, just a day or two before the specialty salesman for the manufacturer called on him. This manufacturer did not use the stamps on his orders. Smith signed a trial order.

Twelve days passed without the filling of the order. Then the salesman for the jobber through which it was to be filled called in. "By the way, Smith," he said, "do you want that order for ———? The boss thought you might have signed it just to get the specialty man out."

"I did want the order," said Smith, "but you've been so long about it that my customer may have connected up somewhere else. If you're going to send it at all, send it right away or I don't want it."

Six days more elapsed and then the goods came. Smith inquired of the customer who had called for it, but found she had left for the summer, after buying two dozen cans somewhere else!

If the order had had either of the above stamps on it, it would have been filled right away. Do you see a moral in this, Friend Retailer?

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

If it wasn't for nationally advertised goods, one of two things would happen to the average retailer's business :—

1. It would either be confined to staples, or
2. It would be very greatly curtailed, for if he actually had to *sell* specialties, instead of simply filling orders for them, he couldn't do anywhere near the business he does.

Have you ever fully realized that nationally advertised goods grease the wheels as nothing else on earth can do ?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

On individual

requests from housekeepers, *'Anty Drudge's Cook Book* is mailed (free) from **Fels-Naptha,** Philadelphia.

It's bright, good, and full of cheerful, helpful housework talk. (Also tells about using **Fels-Naptha** in the **Fels-Naptha** way.)

Many a customer of *yours* would thank you for this news.



Fels & Co.
PHILADELPHIA



Stores That Look Like Junk Shops

No matter how hard you try to avoid it, your store will look like a junk shop if its shelves are overcrowded.

Of course you can overcrowd shelves supported by **Baines' Brackets,** but you won't reach the crowded point until you've got 25 per cent. more goods on the shelves than you can put on the old-fashioned shelves.

Baines' Brackets hold up shelves without the old-time uprights that eat up space. The whole, unobstructed shelf-length is available for goods. We've figured up the gain many times—it amounts to a clear increase in shelf room of 25 per cent.

PIQUA BRACKET CO. = = Piqua, Ohio

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More About the Albert Nelson Co-Operative Scheme

Wants Grocers to Sign a Contract to Pay Ninety Dollars a Year on Promises and Representations Which Do Not Always Ring True. Problems to be Solved. The Scheme Dissected and Discussed.

The following letter gives us an opportunity to discuss the latest co-operative scheme offered to groceries in this territory. Brief reference was made to it in a recent issue, but it was not discussed in full:—

Lancaster, Pa., Aug. 1, 1916.
To the Editor.

Dear Sir:—I inclose letter from the Albert Nelson Co. What do you know of them? Are they a reliable concern?

It appeals to me. As I understand their plan, they buy the goods for the retailer at the same price the jobber and chain-store concern buys them and the retailer pays them $7.50 a month for their services. To buy goods on this basis would seem a big saving to me. I inclose stamped self-addressed envelope and would like to hear from you. If you use this in your paper kindly do not use my name, and greatly oblige,

Yours very truly,

* * *

This paper has explained that the "Albert Nelson Co." consists of one Albert Nelson, who has had some experience in the retail grocery business and some in other co-operative enterprises. None of this experience appears to have been very large or important, and he has, we understand it, extremely limited capital.

The scheme is still in its extreme infancy, which fact makes the statement on the letter head "The Largest Retail Buying Organization in America" seem like a piece of rank exaggeration. Following is a portion of the letter which is being sent to retailers in an effort to induce them to subscribe $7.50 per month to the service:—

Dear Sir:—Marshall Field once said, "I am convinced that co-operative buying is the most powerful movement of the age, so far as the future of the retail grocer is concerned."

Many merchants are to-day getting 60 cents worth of merchandise and 40 cents worth of "middlemen's profits" and pay $1 for the lot. What is the excuse for this useless extravagance?

We can buy many classes of standard goods for you at a saving of from 10 to 33 per cent., not merely shelf goods, but salable, standard merchandise.

Under our co-operative buying system we honestly believe that within six months we will be able to buy your merchandise for you for less than the chain stores are paying for the same article to-day.

The cash chain store is a menace to the retail grocery business and is growing more and more so each successive year, and this company was organized for the sole purpose of enabling the retail grocer to protect himself, for protection in his buying is his only salvation.

One thousand stores will give us a buying power of over $15,000,000 annually, and at a saving of only 7 per cent. (which is a very low estimate) will save the dealers who co-operate with us over $1,000,000 per year. Please think of this rather seriously, Mr. Retail Grocer.

Mr. Albert Nelson, who has charge of the purchasing department of this organization, has had over twenty years' experience as a buyer in the grocery business. He has the enviable reputation of being one of the best informed, keenest, practical buyers on the street to-day.

He has just resigned a lucrative position with one of the large chain-store organizations, which will enable him to give his whole time and attention to the conduct of the business of this company.

The whole cost to you is but $7.50 per month on a yearly contract payable monthly in advance. Will you join us? Yours very truly,

ALBERT NELSON.

Apparently the retailer who joins the service must sign a contract to pay $7.50 per month for one year. We are compelled to advise against it. The scheme may go, but if we were a retailer we should not agree to pay $90 to it until it had started.

Acting on behalf of many of the retailers to whom the above letter has been sent, the "Modern Merchant and Grocery World" would like to ask the Albert Nelson Co. how it can reasonably promise to save them 33 per cent. on any staple articles.

One other statement we take serious issue with: that in six months this scheme will be buying for less than the chain stores. This we believe to be insincere. In buying there is an absolute minimum, below which no buyer can get no matter how much he buys. It is believed that the chain stores have reached that minimum, and it is idle to hold out as bait the possibility of such a scheme as this getting below it.

If we were a retailer, and were approached with this scheme, we should say "come back after you have actually commenced buying goods, and quote me some prices."

Another great difficulty any scheme like this must face is the matter of freights and shipments. Evidently the Nelson concern expects to buy direct from the manufacturer, although originally we understood it would buy through the jobber. Suppose it buys from the manufacturer and places an order, for example, with the Kellogg Company for a large order of goods. If it ships to a Lancaster retailer one or two cases of Toasted Corn Flakes, and nothing else, the freight will be so high, compared with what it would be if the cases went out as part of a jobbing order, that the saving on the purchase would be more than eaten up. This problem must also be solved before anything can come out of this scheme for the retailer.

All Retailers Who Employ Clerks Should Read This.

Well-Known Coffee Jobber Issues "Suggestions to Dealers," Embodying Pointers for Increasing the Efficiency of Clerks.

We have received a copy of a recent paper "Suggestions for Dealers" which was circulated by the Widlar Co., wholesale coffee dealers of Cleveland, Ohio, among the retail grocers of that territory. For the general good a part of it is here reproduced:—

The businesses throughout the country which show the most noticeable progress are those where proper consideration is shown clerks.

Your clerk is the most valuable asset in your business. He can bring you success or he can bring you failure.

Treat your clerks as partners, and not simply employees. Confide in them. Be courteous and kind to them, thereby setting an example of the courtesy and consideration you wish them to show your customers.

Show them the fundamental principles of business and help them progress.

Attend your association meetings regularly and take your clerks with you. Oftentimes points are suggested which your clerks can use to splendid advantage in improving your business.

Let your clerks visit other stores and gain ideas how to improve the appearance of your store.

A great many failures in business to-day are due to clerks venturing into business with a false conception of profits. This is not strange when considering that the clerk has never been shown how small the profit on a great many goods you sell is.

The clerk stations himself behind the counter day in and day out, and doesn't become familiar with anything but the receip When he sells a pound of sugar feels that either all or the maj portion of it is profit.

He is not to blame for that. Y are to blame, because you have taken the trouble to explain to h what it costs to run your busine

Familiarize your clerks more fu with the merits of the various goo you carry, and give them talki points to sell them. If you cann do this yourself, then you shou insit upon the salesmen who s you explaining the merits of th products to your clerks.

When you get in a consignme of canned peas or canned corn, op a can and show your clerks h good the quality is.

You carry one brand of peaches 15 cents and another brand at cents. Are your clerks in positi to tell your customers why the 2 cent grade is worth the difference price? They should be.

I am in favor of manufacture packing a circular in their cases e plaining the merits and giving yo clerks talking points on their pro ucts.

Aside from quality, service a courtesy, being thoroughly post and able to explain the merits the goods you sell appeals to t customers more than anything el

Educate your clerks to sell yo customers additional items to wh they ask to buy.

Don't let them feel that they a simply stationed in your store hand out what people ask for.

There are lots of items in yo line which your clerks would s and which your customers wou buy if they were properly suggest to them.

Analyze your accounts and s just what items your customers a and are not buying of you.

If you find Mrs. Jones or Mr Smith is not buying coffee and t of you, call your clerks togeth and say to them:—

"See here, boys, we are not sellin Mrs. Smith and Mrs. Jones coff and tea. There is no reason wh we can't sell them these item Now the next time Mrs. Jones a Mrs. Smith come in, I want you t make an extra effort to sell the coffee and tea."

If necessary, offer your clerks a extra inducement to get this bus ness.

Install beside your telephone bulletin listing certain specials an ask your clerks to feature the when taking telephone orders.

Last, but not least—show th proper interest in the advancemen of your clerks. Keep them satis fied and help them to progress.

Interesting Damage Suit for Delivering Future Goods.

The firm of Sulzberger & Sons have just lost a suit involving $1,8 brought against it by the Fremont Kr Co., of Fremont, Ohio. The latter co cern bought 20,000 gallons of kr from the Sulzberger concern at $5 to $6.30 per cask. Subsequently market advanced to $9 per cask, a on various pretexts the Sulzberger co cern refused to ship the goods. The upon the Fremont Co. entered suit f damages and got a verdiet of $1,8 which represents the difference betwe the purchase price and the price which the market subsequently a vanced. This verdict was appeal from, but the Ohio Appeal Court su tained it.

Overland

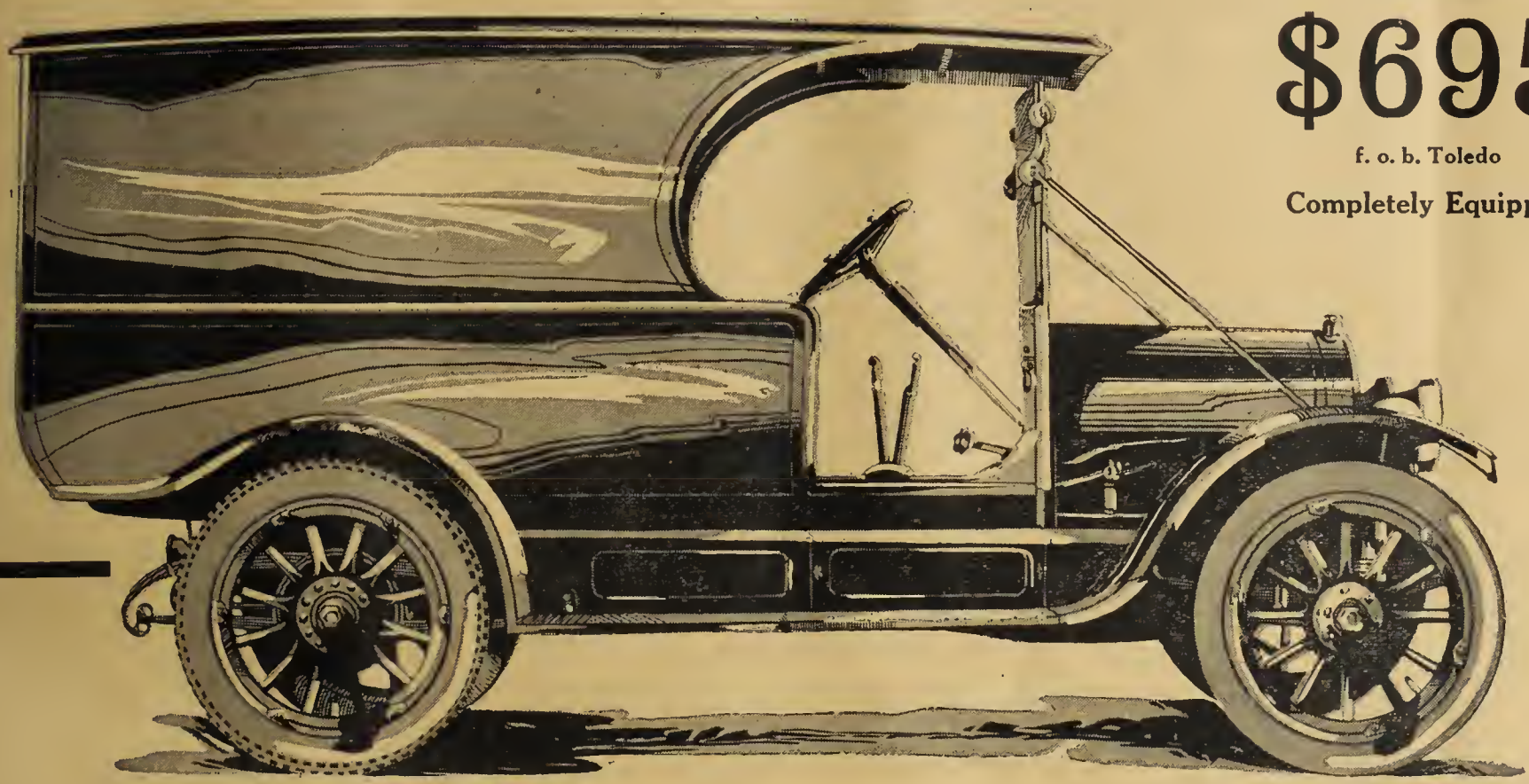
TRADE MARK REG

MODEL 83B

$695

f. o. b. Toledo

Completely Equipped



Fast Overland Delivery Service Makes Thousands of Dollars for Grocers

This speedy and efficient Overland Delivery Car is helping hundreds of grocers to increase their profits and broaden the scope of their business. Not only are the nearby regular customers given the best kind of service but new accounts further out are being added to the books. Overland speed makes it possible.

And Overland Delivery service will do the same for you.

For the Overland is built to stand the wear and tear of everyday use. It is built to give service day in and day out and the *kind* of service that you cannot get in *any other car* selling at so low a figure.

It has power—more than you will ever need—more than enough to take you over the steepest hills and roughest roads. Yet with all its power—all its speed—the Overland Delivery uses a surprisingly small amount of fuel.

Electric starting and lighting and every modern convenience of control is incorporated in this Overland. Electric control buttons are on the steering column, handy to use. Your drivers will find it so easy to stop and start the Overland that there is no incentive to leave the motor running while the car is at the curb—thus effecting a substantial saving in gas. Magnetic speedometer, electric horn, ammeter—everything necessary and desirable —are on the car when it leaves the factory.

There are no extras to buy.

Yet the cost *complete* is only $695.

Ask the Overland dealer for a practical demonstration.

Catalogue on request. Please address Dept. 196

The Willys-Overland Co., Toledo, Ohio

"Made in U. S. A."

One Way to Take a Grocery Store Out of the Class of "Just a Grocery Store"

One Grocer Gives a Reception to Celebrate the Completion of His Refrigeration Plant. The Local Newspaper's Account of It. Advertising Value of Such Schemes Considered.

The "Modern Merchant and Grocery World" has received a copy of a newspaper account of a reception which a country grocery store gave to the townspeople in order to celebrate the completion of its new refrigerating system. We have always argued that these store functions, which any store can have periodically, are worth ten times their cost as advertising of the most valuable character.

Read the following extract from the local newspaper's story:—

> The reception Monday evening at the Lehman Store was so different from the established affairs of this kind that the occasion may well be called unique.
>
> At the very least twenty-five hundred people entered the store between 7 and 10 and very likely three thousand would be nearer the mark.
>
> There was an orchestra of six pieces in charge of Prof. Hiler. The music was a treat and the Lehman guests very plainly showed their appreciation of the "concord of sweet sound."
>
> Very interesting and very generous samples were given away during the evening.
>
> The real occasion for this unusual getting-together time was to celebrate the completion of the Lehman automatic refrigeration plant. Everybody was invited to pass through the cold rooms, which comprise four distinct compartments, viz: Meat, butter and cheese, fruit and vegetable and the freezer rooms. The compactness, sanitary arrangement and the splendidly regulated temperature of this cold air plant was a revelation to our people.
>
> The wonderfully delicate adjustment of this system of refrigeration causes the electric motor to start when the temperature rises half a degree above that required for the proper keeping of the goods. With the old system of ice storage uniformity of temperature was impossible. Hanging meat keeps best at 30 degrees and the automatic system regulates that perfectly.
>
> Miss Charlotte VanVliet sang "My Own Venetian Rose" and other popular songs in response to encores.
>
> Dancing commenced at 9 and continued until 10 o'clock. The guests formed a double row around the store, leaving sufficient space for the dancers in the center of the aisle. The scene was one of the most remarkable in the history of our town.
>
> Everybody joined in singing "America" as soon as the orchestra started.
>
> Mr. Heller, the president, and Mr. Sweeney, the manager, along with the Dover Lehman force, welcomed the guests. The event resembled a family gathering. It was a spontaneous expression of mutual good will and a demonstration of the friendly attitude between buyer and seller.
>
> Mr. Heller invited his employees, their wives, kiddies, sisters, brothers and best girls over to "Patsy's." There was cream and soda galore.

The above is printed as an object lesson on how to take a grocery store out of the category of just a grocery store and make it a local institution. It can hardly be doubted that consumers who had been the guests of a grocer, as in the above reception, would feel quite different toward it than if it was just a hum-drum grocery store doing nothing whatever to make itself distinctive.

Home Canning is Going to Fall Off This Year.

High Price of Sugar the Cause, as Fruit is Plenty and Cheap. Demand Both for Jars and Sugar is Affected.

It is becoming evident that housewives are not going to can and preserve anywhere near as much fruit this year as they have been accustomed to do. The only known cause is the high price of sugar. Fruit has been comparatively plentiful, and comparatively cheap. Undoubtedly the coming two months will see lots of fruit, and from all appearances it will be within everybody's reach so far as price is concerned.

The falling off in home canning has had a marked effect on the demand for glass jars and glass canning tumblers. One jobber who sells a good many jars is this year selling not 75 per cent. of his usual sales. And without question the same condition has also helped to make the demand for refined sugar poor, although the principal canning demand would be felt from now on.

The National Housewives' League has taken the matter up and has issued the following statement:—

> Housewives are losing an opportunity to save money for themselves and for the producer in not canning the usual amount of fruit at this season. The reason given is the high price of sugar. Investigation shows that this is a false conclusion.
>
> While sugar is higher this year than last it is only 3 cents above normal. Many have not stopped to think that it takes approximately one-third of a pound for a quart can. This means an increase per quart can of but 1 cent over normal price, an amount so small it is not worth considering compared with the advantages which accrue in question of economy, the health of the family next year and the advantage to the producers of the country.
>
> This is a home canning season if ever there was one, and we are asking the women of the country not to lose this opportunity to fill their own larders with delicious home-made canned fruit which will produce both economy and health in the family and greatly aid the producers of fruit.
>
> Fruit is cheaper than usual and we should take advantage of this opportunity.

The sugar refiners are also taking notice of the matter and are circulating literature designed to show women that the advance in sugar would only amount to about a cent a quart jar. Women, however, are hard people to move in such cases and all they see is that sugar is 3 cents a pound higher than usual, and that the ten pounds they want for canning means an extra expenditure of 30 cents.

Any grocer who will put his mind to it can easily convince any reasonable woman that the advance in sugar is not sufficient to cut any important figure in her canning operations.

"If Your Store Should Burn Tonight What About Insurance?"

The Inquiry Which the Kansas City Credit Men's Association Addresses to the Retailers of That Territory Is Just as Applicable to You.

The Kansas City Association of Credit Men has issued to the retailers of that territory the following excellent reminder of their obligation under their insurance policies:

> IF YOUR STORE SHOULD BURN UP TONIGHT, WHERE WOULD YOUR BUSINESS BE?
>
> Your credit is what makes it possible for you to conduct a successful business. This is not a new fact—it is a common saying and a true saying.
>
> Your credit will be stronger and better in every market where you buy goods if your financial statements given to commercial agencies show that you have adequate fire insurance on your merchandise. It is presumed that you have some fire insurance, but here are some questions it will pay you to consider well, because there is always a chance that your place of business may burn up during the night and cause you a serious, if not fatal loss:—
>
> 1. Is your fire insurance equal to at least 80 per cent. of stock on hand? It should be.
>
> 2. How do you know it is?
>
> 3. Do you take inventory at le once a year? This is positive necessary.
>
> 4. How do you determine val of stock on hand at any other tim With annual inventory at cost pric plus freight as a basis, it can estimated, twelve or twenty-fo times—even oftener each ye There is a simple way of doing thi Do you know how?
>
> 5. If you have the co-insuran clause on your policies, do you kn just what effect it has on your ris Are you aware of the fact that case of partial loss, you have share your stipulated percenta and that the insurance compa will not pay the full claim for dam age unless you carry policies equ to or more than the stated per ce mentioned in the co-insuran clause?
>
> 6. Are your inventory record your books of accounts and yo invoices of purchases for at lea a year back kept in fireproof sa or vault? They certainly ought be. The insurance companies a ready to be fair in adjusting a lo —but they must be shown what yo claim the loss is.
>
> 7. Do you realize that you ca have your rate reduced if you wi make certain important improv ments in your premises—water ba rels and buckets, hand extinguis ers, metal trash cans and packin material boxes, electric wiring conduits, windows without broke glass, elevator traps, sprinkler sy tems—and perhaps even more im portant still if you never perm any rubbish, paper or old rags kindling or paints or oils, to accu mulate?
>
> 8. Do you realize your insuran policies are definite contracts, an that you are bound thereby?
>
> These are pertinent questions an deserve your careful answers. will pay you to take these questio to your local insurance agent an discuss them with him. If he ca not satisfy you completely, the in surance department of this associa tion will gladly furnish you the in formation. We will welcome an inquiries of this kind.
>
> KANSAS CITY ASSOCIATION OF CREDI MEN.

AMONG THE TRADE.

The Philadelphia Retail Groce Association will hold its annual p nic at Willow Grove next Wedn day. The usual big affair is e pected.

How Would You Like to Be a Cre Grocer in Tampa?

Apparently the little city of Tam Fla., has achieved new fame; fame no very enviable type. If it be true, stated at a meeting of its retail groc a few days ago, that its 40,000 peo owe the retailers of that city bills $300,000, all more than six months o it will go far to justify some of t recent contention in associated tra circles that cost accounting and sharp credit observances are among the mo important considerations in the efficie distribution of the public food supp The reports say that fifty grocers wh attended the first meeting had outstan ing claims of $175,000.

Keep That Trade at Home!

IN one of our Western Branches, recently, a number of "S. & H." Stamp Books were redeemed, coming from a small town easily 25 miles away.

¶ These books represented some $1400 worth of trade which had been lost by the really good stores in the small town, simply because they were doing business in the same old way and their **wise townspeople could do better elsewhere.**

¶ The owner of a large general store in the small town heard the news and called to see our Branch Manager who gladly showed him our redemption records.

¶ He found, by basing his figures on the number of filled books of "S. & H." Stamps which had been redeemed by people he knew personally, that at least $3800 worth of business which he should have had, had gone to the Big Town.

¶ He is now getting that business. He is giving "S. & H." Stamps and already shows a 20 per cent. increase of which 10 per cent. is new cash business.

¶ He is a wise merchant who learns what his customers want and profits by that knowledge.

"THE STAMP THAT STAYS"

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

BURK'S Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and LUNCH ROLL were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK
Girard Avenue and Third Street
PHILADELPHIA

WITH THE EDITOR

Mean and Low.

Read this from the Philadelphia "Record" of last Tuesday:—

CANDY DID NOT KILL CHILD

DEATH WAS DUE TO INTESTINAL DISORDER, SAY OFFICIALS.

Mildred Allen, three years old, No. 6127 Baynton street, died from intestinal trouble and not from poison in a colored piece of taffy, according to officials of the Coroner's office. The child became violently ill Saturday shortly after eating a lollypop. It was thought at first that there might have been some impurities in the candy.

This is the sequel to several scare-head newspaper stories which appeared on Sunday and Monday about a child who had been "poisoned" by the dye in cheap candy. The "Press" fathered the story. It gave the name and address of the retailer who sold the candy, talked at length about the danger of cheap candy when sold to children and probably put a crimp into the business of a totally innocent retailer which will stay with him for some time. The climax was an interview which the "Press" presented with "Expert" Harry P. Cassidy, who of course knew nothing more about the case than he used to know about the sale of rotten eggs for food in his own territory when he was a State food agent.

Later other papers took up the case. Naturally the whole brunt of it fell on the retailer, whose name was the only one given, but who knew nothing more about the composition of the candy than I did.

It now develops that the whole story was a cruel injustice. The child died, not from candy poisoning, but from "intestinal trouble," caused, according to other papers, by undue indulgence in pork chops!

Did the scrupulously fair newspapers that printed the original story give the same prominence to the correction? They did not. They gave an inch to the correction where they gave half a column to the original. Nothing could be meaner and lower than this.

A Remarkable Advertising Experiment.

The Wanamaker Philadelphia store—I assume the New York store is doing the same, has cut away from the old traditions of advertising, and is doing something now which nobody in my time has ever tried to do before in the same way. The Wanamaker store itself has never tried to do it up to now.

It is advertising bargains without telling the old price. If it gets the same business that the old method got, it will be a remarkable achievement.

The Wanamaker page in a Philadelphia paper of Thursday, August 3d, is before me. Many of the goods advertised are represented as being reduced—bargains, in other words. Yet not a word is said about former values.

Imported frocks are advertised at $18.75, "just reduced."

"Women's Pretty Pongee Coats Have Their Prices Clipped." $18.75 to $50.

Crash curtains and couch covers reduced. "Prices now," $2.75, etc.

"Queer Time to Reduce White Corduroy," 50 cents a yard, etc.

"All our Mattresses, Pillows and Bolsters at Special Prices in the August Sale." From $8.30 up to $35.

This is indeed a very bold thing. If it can be pulled off, it will rid the Wanamaker store of a millstone which hangs about the necks of most stores to-day—the burden of making goods advertised as bargains *seem* bargains. Of course the only way to do that, according to common belief, is to tell the old price, and right here has crept in the greatest frauds of the advertising business. In order to make a bargain seem bigger, its "value," or its "former price," has been and is being grossly overstated. If Wanamaker can quote a bargain and sell it merely as something "reduced" or "special"—absolutely on its merits—other people can do it also, and there is a chance that the thing that has thrown advertising into the deepest disrepute may be eliminated.

Getting Along Without Indispensables.

Not long ago I suggested that retailers might save themselves a lot of argument if they would cease all effort to explain and justify the high prices of meat, and concentrate their attention on pushing substitutes for meat.

During the week a little more evidence has dropped in that people can get along without a whole lot of things that off hand they would be apt to consider indispensable. A coffee broker was commenting a day or two ago about the decline in the prestige of Java and Mocha coffee. Java and Mocha have been powerful names in the coffee business of the past. To-day they amount to very little. Java is so high that the demand for it is reduced to almost nothing compared to what it used to be. Other East Indian coffees are being bought, but none of them are being so as Java, though formerly some them were. People are using t same quantity under the oth names.

Mocha doesn't amount to t cents any more. When it got hi several months ago roasters a blenders started to use somethi else in their blends and they got j as good drinking results. The isn't one consumer out of a tho sand who can't be as well satisfi with another coffee as he can wi Mocha. Mocha has come dow again now, but many of the blen ers who dropped it are still usi the substitute, and they will pro ably go on doing it. Mocha not a nice coffee to handle an way.

Most consumers who were a customed to demand "Mocha an Java" drank the name and not t coffee, and in years gone by, t name was often all they got.

The worst drudge of storekee ing—the thing that steals all t interest and the profit from bus ness, is trying to force somethin on people that they don't wan This means either goods or price If the price of something sharp advances, the retailer almost nev gets the full advance, not at th start anyway. He dreads fussin with his customers, and he pays pa of the advance himself. In othe words, the particular merchandi has become for him unprofitab merchandise, and the logical thin for him to do, if he can't make profitable, is to let it alone and pus something else that is profitabl Some substitute, in other words.

Nothing in the world but has substitute.

CORRESPONDENCE.

Cheese Pails and Butter Tubs.

Braddock, Pa., Aug. 3, 1916.

To the Editor.

Dear Sir:—Could you tell us where we could get 10-pound paper cheese pails with tin lining, or 10-pound butter tubs, plain.

Very truly yours,
LOUIS HIRSCH.

John Jamison, 3 and 5 South Water street, Philadelphia, will sell butter tubs, but we are told that the cheese pails come from Germany and are not now available.

* * *

Collection Agency for Foreign Trade.

Youngstown, Ohio, July 29, 1916.

To the Editor.

Dear Sir:—Will you put me in touch with a good reliable collecting agency, if possible one adapted to foreign trade.

CHUEY BROS.

We recommend the R. G. Dun commercial agency. Get in touch with the nearest one of their branches to you.

* * *

The Cakes Sold by Five-and-Ten-Cent Stores Are Special Cheap Grade.

North Adams, Mass.,
July 27, 1916.

To the Editor.

Dear Sir:—In a recent issue of "Modern Merchant and Grocery World" you mention the fact tha 5-and-10-cent chain stores se cookies and crackers much les than the regular grocery stores d and wonder if they get a lowe price which enables them to do so I think you mentioned that yo were going to investigate. I ca give you a straight tip for I hav looked into the matter some, as thi condition has until recently existe in our city quite to the disadvan tage of the regular retail grocery stores.

The fact is that a cheaper grade goods was made especially for is trade—goods which a real good tailer who meets his patrons, iows them and is looking for re- at trade would not care to handle. he bargains in the chain stores st for a day or two; the buyer or nsumer sees just an employee and e purchase by everyone is small id probably no complaint is made. could mention a manufacturer ho has, because of the higher price all materials, ceased entirely to ake this class of goods.

Sincerely yours,
M. Van Ness Braman.

* * *

Wire Baskets Wanted.

Lock Haven, Pa., July 26, 1916.
o the Editor.

Dear Sir:—Please give us the ldress of a firm who makes wire rocery baskets, and oblige,

Yours truly,
Shaffer & Probst.

H. F. Heacock, 51 North Second reet, Philadelphia, or Sanitary etal Basket Co., Lafayette, Ind.

* * *

To Buy Bottles, Rags and Paper.

Stockdale, Pa., July 30, 1916.
o the Editor.

Dear Sir:—Could you give me an ldress of anyone that buys old bot- es and an address of anyone who ys rags and paper?

Thanking you for the favor, I am,
Very respectfully yours,
Mrs. Katie Capko.

To sell old bottles, J. Bloom & ons, 1211-13 Bainbridge street, hiladelphia.

To sell rags and paper, H. Feld- an & Co., 325 South Water street, hiladelphia.

The Week's Dry Goods Business.

Marshall Field & Co., in their weekly view of the dry goods trade, say:—

Current wholesale distribution of dry goods has been in excess of the corresponding period of a year ago.

Buyers have attended the market in much larger numbers, many of them coming from the South and West.

Great interest is being shown in Chicago Market Week and Fashion Show to be held August 7th to 12th, and an unusually large number of merchants are expected.

Collections are ahead of the same period last year.

The domestic cotton goods market is firm.

John B. McFetridge & Sons
Printers
927 Arch Street
Philadelphia



60 Ways to Use

WILBUR'S COCOA

IS BEST FOR

Made in Philadelphia

are the 60 good reasons why wise housewives buy it and wise dealers push it. We keep consumers interested by steady advertising, we keep them pleased by maintaining quality and purity. No wonder WILBUR'S

SELLS LIKE SIXTY

and leads all others in sales to consumers and profits to dealers.

Tell your customers about the 60 delicious cakes, cake icings, puddings, sauces, desserts and candies they can make with WILBUR'S COCOA and you'll find it easy to sell them the *big pound cans* of WILBUR'S.

WITH THE BIG PROFIT

instead of the small quarter pounds of other cocoas with the small profit.

Let us send you a supply of our complete Cocoa Recipe Books—"Cooks' Tours Through Wilburland"—and our special plan for helping you increase your sales.

H. O. Wilbur & Sons, Inc.
PHILADELPHIA

Baking
Cakes
Cake Icings
Charlottes
Custards
Ice Cream
Puddings
Pies
Sauces
Desserts
Candy
Hot Cocoa
Iced Cocoa
Cocoa Syrup



SAY TO CUSTOMERS

"When you use WILBUR'S COCOA for icing cakes, you don't have to cook it like chocolate. This saves time and trouble and there's no danger of your icing being lumpy."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The New York Letter

Storage Egg Ruling Excites Comment. Loss of Raw Sugar by Explosion Did Not Affect Market. National City Bank on Business Conditions. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, August 4, 1916.

The ruling of State Market Commissioner Dillon, reported last week, that after September 1st all cold storage eggs sold out of their original package must bear the words "cold storage" upon the shells, has aroused a great deal of protest among the trade here. Egg men say that it will be entirely impossible to comply with this ruling without advancing the price of cold storage eggs beyond the price of fresh. There is likely to be a test case in order to ascertain whether the Commissioner has the right to make such a ruling. One egg man who was interviewed during the week said that if the ruling stands, probably 2,000,000 cases of cold storage eggs, containing 720,000,000 of eggs, would all have to be individually branded. How much it would cost to do this is, of course an unknown quantity, but it seems sure that it would cost several cents a dozen.

* * *

There has been considerable speculation during the week as to how the sugar market would be affected, as 30,000 tons of raws were destroyed by the explosion of munitions on Black Tom Island last Sunday. It is expected that there will be some of this saved. Part of it was granulated and part raw. When it was first learned that this sugar was destroyed, the market strengthened a little, but later this was lost and as the week closes the market is really weaker than it was before. Two local refiners dropped the price of granulated in spite of the above loss of raw, to 7.40 cents.

* * *

The gasoline market continues to be weak here and crude oil has made a number of declines. The only decline is gasoline has been a drop of 1 cent, but the crude oil market has shown such a decided sign of weakness that everybody has expected a decline in gasoline almost any time.

* * *

The National City Bank, one of the largest and richest financial institutions in the country, has issued during the week the following statement regarding the present condition of business:—

Notwithstanding the influence of mid-summer weather, there has been practically no let up in industry during the past month. Trade has been slightly less active, for it is between buying seasons, but mills and factories are sold so far ahead that there has been no relaxation of the pressure upon them. The market for munition stocks has been affected by reports that war business was nearing an end, but later news shows that there is no warrant for this opinion. All present signs are against an early termination of the war. The allies have been inspired with new confidence and the Germanic powers are not disheartened. After two years of war, money is raised as easily as in the first six months.

The steel industry is working at high pressure and earnings for the last six months, and particularly for the last three months, have been phenomenal. The net earnings of the United State Steel Corporation for the second quarter of the year were $81,000,000, and for the third quarter are likely to be more rather than less. In view of the very favorable results and in partial compensation for the suspension of dividends last year, the directors have authorized an extra dividend of 1 per cent. upon the common stock.

The expansion of industrial capacity is very general. Despite the present high costs, building operations are active over the country. A compilation of building permits for 164 cities shows an aggregate in the six months ended June 30th of $522,300,000, as against $452,716,573 in the corresponding period of 1914. The figures have never been exceeded except in the first six months of 1909, when they were $525,000,000. The explanation for this activity is that floor space, storage room and housing capacity have been imperatively demanded.

The railroads continue to have an unprecedented traffic. The returns for May were quite as satisfactory as in other months preceding, and for the year ended June 30th have doubtless set a new record in both gross and net earnings. Within the last week the principal carrier in New England has found it again necessary to set restrictions upon freight offerings. Unfortunately, the danger of a strike still hangs over the country, the trainmen having undoubtedly given their officials full authority to call one.

Summarized Market Conditions.

Tea quiet, with unchanged prices, still possible to get occasional concessions.—Coffee very dull and Brazils steady at slight fractional advance. Milds, Java and Mocha very much neglected.—Sugar weaker, raws having shown a fractional decline. Some refiners are quoting granulated at 7.45 cents; in fact, the majority of the refiners here and in Philadelphia are selling at that price. Balance 7.65 cents. Demand unsatisfactory.—Prunes demoralized and selling at 4¾ cents basis, f. o. b. coast, in a large way. This is a decline of 1¾ cents from the highest point. Apricots slightly easier, as the recent high price of 15 cents practically killed the demand. Other dried fruits unchanged, but currants very strong.—Salmon unchanged, but feeling in red and pink Alaska very strong. Prices high. Sardines unchanged. Tomatoes weaker and prices for old and new range from 82½ up to 90 cents in a large way, f. o. b. factory. Corn continues firm, as do peas. California canned fruits all unchanged, with canners predicting an early advance.— Wheat ruling very high and quite sensitive and unsettled. Report of damage to the crop from rust is responsible.—Flour also advanced about 40 cents per barrel for the week. Demand only fair.

Organized Labor is Against Changing Pennsylvania Oleo Laws.

President State Federation Says His Organization is Against Any Change in Existing Pennsylvania Oleo Laws Which Would Allow Oleo to Be Colored Yellow.

Organized labor in Pennsylvania is out against any proposition to permit the coloring of oleo to resemble butter. James H. Maurer, president of the Pennsylvania State Federation of Labor and a member of the State Legislature, has addressed the following letter to the National Dairy Union. In it he places organized labor on record as favoring the continuance of the present restrictions upon the sale of oleo:—

For the past six years or the last three legislative sessions of Pennsylvania I opposed all proposed legislation which aimed to legalize the coloring of imitation butter by manufacturers and dealers. My objections are not based on any thought that coloring matter is unhealthful or that imitation butter is not fit for human consumption, but is solely economic.

CRUBRO
PURE FOODS
You will never know how fast you can sell
Bulk Pickles
until you handle our line of Sweet, Sour, Dill and Fancy Mixed Pickles in our special Pickle Display and Service Jars.
Write for circular.
Good profit for you and satisfaction for your trade in
Crubro Spaghetti
in tins—cooked with tomato sauce—ready to serve.
Cruikshank Bros. Co.
Pittsburgh, Pa.

"Don't Send Me Any More Ham Like That!"
Not a grocer in the land but has had knocks like that. Some have them right along.
Do you know how to eliminate such knocks from your business absolutely? Sell and feature **Vogt's Liberty Brand Hams.**
We are saying that each week in the strongest possible way, and every once in a while some grocers take our word and try it on.
There has never been one who was sorry, because we know what we are talking about. We know **Liberty Hams** and we know the others. We will send **Liberty Hams** anywhere, for any trade, and be confident they'll stand up.
Are you getting the advantage of our advertising to consumers?
TRADE MARK LIBERTY BRAND REG
F. G. VOGT & SONS
INCORPORATED
Thirtieth and Race Sts.
Philadelphia

At present imitation butter in its natural state, sells for from 18 to 22 cents a pound in Pennsylvania, while the genuine dairy product costs 36 cents a pound. The purer the imitation the whiter it is. If the manufacturers and dealers in the imitation article were permitted to color their product, the imitation would be complete, so much so that nothing short of an analysis would reveal its component parts. This is at least true of the great majority of consumers.

The imitation article, however, like other imitation which closely resembles the genuine, comes in direct competition with it. Once we allow it to be colored, its price will begin to soar dangerously to the real article, and, as a consequence, the consumer who is now buying oleomargarine for 20 cents a pound will pay the advanced price.

One thing sure, the farmer never could hope to compete with the manufacturers of the imitation. As a result, many would be compelled to go out of business and turn farms to raising something else. And just as fast as this happens the price of the imitation article will rise until finally the great packing companies will have a monopoly, then the consumer will pay more for the imitation article than we are now paying for the genuine. Besides the imitation will, most likely, not be as pure as it is now. On the other hand, if the farmers cannot find a profitable market for their milk and turn their farms to other products, it means the starvation of their land, for as fertilizers cattle are the life of soil.

Therefore, looking at the question from every angle possible, I can see but two reasons why some dealers and manufacturers want a law giving them a right to color in imitation of butter, their product: one is to charge more for their product, and the other to give them a monopoly of the butter market.

Let oleomargarine and butterine and all other substances stand on their own feet and sell for what they are and not for what their manufacturers can make people believe they are.

tate-Wide Campaign Against Dead Beats in Kansas.

One of the most interesting propositions presented to the State Retailers' ssociation in their annual convention Lawrence, Kan., last week was the ansas Dead Beat Directory. Cooper ackson, secretary of the Newton Comercial Club, and the Central Kansas etailers' Association, originated the an for a State dead beat directory, hich he says could be made up by the cal secretaries with very little extra xpense from the data now on hand.



New Joy for the Palate

Mapleine Flavoring

The outstanding qualities of Mapleine are in its deliciousness and its universal use. Mapleine is used for everything—in Icings, Soft Drinks, Candies, Cakes, etc.

Your Customers Will Be Pleased

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.



Sell KARO for Preserving

(Crystal White)

It makes better preserves than all sugar

In our extensive advertising, and in the "Preserving with Karo" booklet, we tell the housewife about the superiority and convenience of KARO for preserving fruits, making jellies, marmalades, jams, etc. It will pay you to follow up our suggestion and recommend this use of KARO (Crystal White), because your profit on KARO is much larger than your profit on sugar. You can be sure your customers will be not only satisfied, but delighted. KARO (Crystal White) is already extensively used for preserving purposes, and this use is increasing every day on account of the superior qualities imparted to the preserves, jams and jellies. KARO (Crystal White) is too profitable for you to let your customers use it simply as a table syrup; tell them to use it for cooking, baking and candy making, and you'll secure increased sales that will pay you many a dollar of extra profits.

Preserving booklets will be furnished to the grocers for distribution on request.

Corn Products Refining Company

NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"Try KARO (Crystal White) for preserving. The recipes are in the 'Preserving with Karo' booklet; sent free on request. You'll find KARO (Crystal White) will produce the best jams, jellies and preserves you ever made."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

What Does Your Refrigerator Cost to Run?

This hot weather is fearful on ice, and the chance is your ice bills are bigger than they have ever been before.

How would a 20 per cent. saving on those ice bills strike you?

How can you get it? By installing a **Howe Refrigerator,** whose double air-locked door will positively save you 20 per cent. on your ice bill.

If you need a refrigerator, or are going to need one in the near future, don't fail to look behind the plate glass and the enamel to the real efficiency of the thing. What refrigeration will it give me and what will it cost to run?

Write us for more definite information.

Howe Scale Co.
508 Market St.
Philadelphia

The Grocery Markets

Tea.

The tea market shows no change for the week. Demand is still rather light, but no more than to be expected. No change has occurred in prices, the market being easy here and there, as holders are willing to make concessions.

Coffee.

No material change has occurred in the coffee market during the week, although Rio and Santos are undoubtedly a fraction higher, although not a very large fraction. There is some demand, but the main reason appears to be better feeling in Brazil. Some new coffee is coming forward, but is not cutting very much figure as yet. It is offered at the same price on spot as old coffee. Mild coffees are unchanged and the demand is comparatively light. Mocha is tending downward and the large way quotation green is now 21 cents. Java very dull, but high.

Sugar.

There have been some indications of weakening in the sugar market during the week. Raws have sold at 6.27 cents. Some sales have been below that. At this average it makes a very substantial margin; in fact, an unusually large margin between raw and refined. Refined is unchanged except an occasional refiner is cutting granulated to 7.45 cents. Consumptive demand for refined sugar is not very good, although better than it was.

Syrup and Molasses.

Glucose is up 10 points for the week. Compound syrup dull at ruling quotations. Sugar syrup unchanged and quiet. Molasses is not figuring at all, except for manufacturing.

Fish.

The only mackerel figuring now to any extent is new shore mackerel, which have advanced another $2 per barrel during the week. The quotation now for shores in a large way is $22 a barrel. Fourteen dollars to $15 would be considered a normal price. In spite of the heavy advance, buyers are taking stock very readily. Irish mackerel are available to some extent, but there are not many of them and prices show no change. Cod, hake and haddock are unchanged on spot and very dull. No prices have as yet been generally named for new fish, but the outlook seems to be rather high. Salmon is unchanged and in fair demand. Packers are said to have refused to book orders for new pink Alaska at 90 cents and new red Alaska at $1.65. Domestic sardines show no change from last week and fair demand. Imported sardines unchanged, as reported last week.

Canned Goods.

Tomatoes are steadily tending downward. Futures, that is, goods to be packed within a month, are unchanged on about 82½ cents basis. New goods are being offered on spot at around that price and holders of 1915 pack will have to take not much more than that in the end, although some sales were made during the week at 90 cents in a large way delivered. Corn is still tending upward and is very firm. Southern corn is probably 2½ cents higher for the week. The pack of Southern peas is, of course, over, and while it shows better than last year, is still below normal. The pack is still on in New York State and Wisconsin, but promises to be somewhat under normal. There is still a goodly quantity of last year's peas to be sold. Apples show no change and light demand. California canned goods are now coming in and there are almost no sales from first hands. Prices are unchanged. Small Eastern staple canned goods unchanged and dull.

Dried Fruits.

Prunes appear to be somewhat shot to pieces. From the 6-cent basis price ruling some time ago the price has gone down to 5 cents and below, and some quotations have been heard as low as 4¾ cents. Reports from the coast now indicate a larger crop of prunes than was originally expected, although there will still be some shortage if there is to be an export demand. Trade are not buying prunes, considering 4¾ cents basis too high. Peaches and apricots unchanged and quiet, but still firm. Raisins show no change; fair demand. Currants are very high and very firm. Demand quiet.

Beans and Peas.

Pea beans are tending downward, and a quotation of $5.75 has been made during the week, although there are some who say that these beans are not up to standard and that $5.90 is still minimum for choice goods. Marrows can be bought around $4.85. Demand for beans is fair under the circumstances. Prices are affecting packers of baked beans more than any one else. Some of the largest packers have announced that they would have no more beans until prices become normal. In addition to this, they are refusing to fill present contracts. Lima beans have dropped probably ¼ cent per pound. Green and Scotch peas unchanged and quiet.

Butter.

The butter market is active and advanced 1 cent per pound on all grades. There is a good consumptive demand and quite a falling off in production, due to the extreme heat in the principal producing sections.

Eggs.

The egg market is firm at unchanged prices, with a good consumptive demand. The supply is reported lighter than usual and the average of the arrivals shows the effect of the heat, as will be the case for a few weeks yet. A large percentage of the eggs now arriving conform to no recognized standard of quality, but have to be sold for the best possible prices.

Cheese.

The cheese market is firm. There is a fair consumptive demand and a very large export demand. The prices show an advance of ¼ cent. The quality of the present production is good and the future depends largely on the demand for export.

Provisions.

Everything in smoked meats is firm and unchanged on the basis ruling for the last two weeks. There is a good consumptive demand. Pure lard is firm at unchanged prices, while compound is barely steady at ½ cent decline. The demand is moderate. Cotton oil is gradually coming down and shows a decline of about 5 cents per gallon from the highest point. The price is still, however, very much above normal. Barreled pork and canned meats are unchanged and steady to firm. The dried beef situation is becoming some what critical, but packers are reporting labor troubles and scarcity of meat and there is a good deal of delay in shipment on contract.

INDIVIDUAL MARKET REPORTS.

Wheat and Flour.

We have had some wild wheat markets during the past week and just how much damage has been done to the spring wheat crop is impossible to determine. Some very conservative millers in the Northwest state that it is safe to calculate on 50 per cent. damage in South Dakota and 25 per cent. in North Dakota and Minnesota. Assuming that this is so you will be interested in the following comparison:—

COMPARISON OF SPRING WHEAT CROPS.

In Millions of Bushels (000,000 Omitted).

	1913	1914	1915	1916 See Note A	1916 See Note B
North Dakota..	79	82	152	90	68
South Dakota..	33	31	61	52	26
Minnesota	67	42	72	61	46
	179	155	285	203	140
All others	61	51	71	67	67
	240	206	356	270	207

Note A.—This is the Government estimate of July 1st.

Note B.—This is the present indication after allowing for 50 per cent. damage in South Dakota and 25 per cent. in North Dakota and Minnesota.

You will observe that on July 1st the Government estimated the crop in Minnesota and the two Dakotas as 203,000,000 bushels, compared with the present indication of 140,000,000 bushels, or less than one-half of last year's bumper crop. Even with this loss we will have a surplus for export of 150,000,000 to 185,000,000 bushels, if prices are forced sufficiently high so as to bring it out. You will recall how the high prices of the spring of 1915 enabled us to export 333,000,000 bushels, but to do so reduced our stocks to a dangerous minimum—only 37,000,000 bushels on the farms and in the visible supply, as against 117,000,000 bushels carried over this year.

It would take almost a complete failure of our spring wheat harvest to put

s on a domestic basis with no surplus or export, and so long as we must export, our prices will be governed by what the foreign buyer is forced to pay to supply his needs. European requirements will be larger than last year, and allowing for the maximum quantities that can be obtained elsewhere, North America will be called upon for from 5,000,000 to 10,000,000 bushels weekly.

North America exported last year 210,000,000 bushels (U. S. 250,000,000 bushels—Canada 260,000,000 bushels) and this year will be called upon for as much, if not more.

Where is it to come from?

We have repeatedly cautioned our friends to kep an eye on Canada, for a partial crop failure there could easily double the present price of wheat.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

—

Spices.

The market is becoming more active as the season of actual consumption progresses. There are few changes to report for the week. Stocks here are not large and any unusual demand would have a tendency to advance prices.

Pepper.—The market is firmer. The demand is very good, when you consider the shortage of Malabars and Java grades. It is bound to have its effect. From information received it looks as though the new crop will figure considerably less than the quantity needed for consumption.

Cloves.—Trading is on the increase. Stocks here are small. Higher prices are very probable.

Pimento (Allspice).—Unchanged during the week. In only fair demand.

Mace.—In fair demand at steady, but unchanged prices.

Nutmegs.—Steady and in better demand. Prices, we believe, have reached lowest point and are likely to react and go higher.

Cassias.—Rather quiet, season considered. All grades unchanged during the week.

Gingers.—In better inquiry and prices are somewhat firmer, but unchanged.

Green Ginger Root.—In very active demand. Higher prices are likely over August and early September.

Paprikas.—The cheaper grades are in better demand. Hungarian continues out of stock. Prices are holding steady.

MCCORMICK & CO.
Baltimore, Md.

—

Foreign Grocery Specialties.

Olive Oil.—In excellent demand, market very strong and prices tending higher steadily.

Garlic.—Market unchanged, stocks plentiful, prices barely steady.

Spanish Pimentos, Red Peppers.—Small arrivals, stocks practically exhausted in Spain. Crop in Spain, if no damage occurs, promises to be quite good, but we cannot look for low prices and new pimentos cannot arrive here before late in the year, because all raw materials are extremely high and still going higher.

New Japanese crab meat has arrived and shows the finest quality we have seen in many years. Prices are advancing.

First shipment of new summer pack sardines has just arrived and shows the finest quality that we have ever seen.

French mushrooms continue as scarce as ever.

Some new Italian peas have arrived, but quality is very inferior and prices so extraordinarily high that they are not likely to find favor with the trade.

New fresh figs in syrup in cans have arrived and show excellent quality this season.

Prices for practically all our imported goods seems to be climbing steadily, and the trade is taking them in spite of the high asking prices. No one can tell



When Your Customer Orders "Tea," She Means

LIPTON'S TEA

Extensive and persistent advertising has taught women everywhere that **"tea—that's** only half a word—the other half is **LIPTON'S."** This message meets their eyes on every side—in their favorite magazines, in street cars, on billboards, in newspapers they see our advertising. Not only by advertising, but also by the recommendation of satisfied users has **Lipton's Tea** become the most widely known and therefore the easiest tea to sell.

You're always safe in filling orders with **Lipton's Tea,** because the airtight, sealed package preserves its aroma and strength, and you can depend on its flavor giving satisfaction. You can also please any class of trade with **Lipton's Tea** because we pack ten different blends. Let customers choose between Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong, or Green Tea.

Good profit for you and a convenient package to handle; a well-known article that sells steadily and pleases all classes of customers—that's the story of **Lipton's Tea** in a few words.

Thomas J. Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"We sell LIPTON'S TEA to all our customers, because there's a LIPTON TEA for every taste. Try it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Profit in the WRIGLEY Package

¶ Nothing pays you a profit until you sell it. Wrigley's is already sold before you buy it—sold by one of the heaviest consumer advertising campaigns in in the world.

¶ Into the WRIGLEY package we put the best gum that can be made—behind each package we put a silent, consumer ad. salesman. The sales are sure, the profits certain—and that is our idea of real co-operation with our distributors—the Retail Merchants.



THE PENNSYLVANIA PLAN

is a new idea in co-operation—Pennsylvania merchants enthusiastic distributors. We are working to make a bigger demand for WRIGLEY'S in Pennsylvania than ever before. If the merchants will link their efforts more closely to our advertising—display

WRIGLEY'S SPEARMINT AND WRIGLEY'S DOUBLEMINT DOUBLE STRENGTH

where every one will see it—their increased interest added to our increased efforts should double the sale of WRIGLEY'S—and that means more than double profit to our distributors.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.
CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S is double strength—double wrapped and sealed to preserve its freshness and flavor—and every package contains a coupon good for valuable presents."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

when this advance will stop or wh prices have reached the top.

STROHMEYER & ARPE Co. New York.

Rice.

The market displayed nothing special interest during the past we except that New Orleans expected arrival to-day of a few sacks "first new" from the Mississippi secti The scarcity of fancy Honduras gra has placed Blue Rose in greater d mand, which will have a tendency stiffen prices somewhat and a shorta of desirable grades is anticipated. T condition is developing a demand wards Japans, and although they are fair supply, the scarcity of desira Blue Rose keeps prices firm, with a cided upward outlook.

Advices from the South along the lantic coast note unusually quiet con tions, with no improvement in sight at least two or three weeks.

At New Orleans the demand for cl rice has improved considerably—sa during the past week having exceed those of the previous two weeks. B Rose broken rices and Japans are alm entirely out of mills' hands, which caused a better demand for medi Honduras.

In the Interior, Southwest Louisia Texas and Arkansas, there are co plaints of too much rain, which wh not doing any damage, is delaying h vesting; but if these rains continue rice being over-ripe when harvested n urally has an unfavorable effect on quality.

D. TALMAGE'S SONS Co. New York and New Orleans.

A Suggestion to Woman Clerks.

A writer on the problem of cle suggests this as a good thing for wo clerks to remember:—

Don't be too intimate with you favorite customers or visitors tha frequently come to your place o business. Remember, if gossip en sues, you are not only doing your self harm, but your employer mus suffer as well as you. I have know these actions to cause a great dea of gossip in a small town. If yo are a lady clerk you will admit yo are often approached by a fres guy. Sometimes these are marrie They like to kid you, or even tak you for a ride, only to make laughing stock of you and give th neighbors something to talk abou The writer has known cases wher the neighbors have a right to tal Are you one like this? If so, fo your own good, brace up and mak a lady of yourself; don't tumble t any old stick. You can't do thes things and hide; its easily noticed.

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

oods That Are Being Advertised to Your Customers

Iodern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

August.

The American Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one
Pompeian Olive Oil, one inch.
Puffed Wheat and Rice, two-
irds page.
Heinz Vinegar and Olive Oil,
vo-thirds page.
Fairy Soap, one page.

The Century Magazine.

Fairy Soap, one page.
Baker's Cocoa, one page.
Shredded Wheat, one page.
Campbell's Soups, one page.
Heinz Vinegar, one page.
Ivory Soap, one page.

Collier's Weekly.

Puffed Grains, half page.
Borden's Milk, six inches.
Pettijohn's, five inches.
Clicquot Club, quarter page.
Grape Nuts, quarter page.
Heinz Vinegar, half page.
Anola Wafers, quarter page.
Borden's Eagle Milk, eighth page.
Pompeian Olive Oil, one inch.

Delineator.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one
age.
Bon Ami, quarter page.
Grape Nuts, quarter page.
Puffed Wheat and Rice, half page.
Armour's Foods, half page.
Crisco, quarter page.
Pompeian Olive Oil, one inch.
Fairy Soap, quarter page.
Blue Label Ketchup, eighth page.
Pettijohn's, four and three-quar-
r inches.
Junket, four inches.

Designer.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one
age.
Crisco, quarter page.
Puffed Wheat and Rice, half page.
Bon Ami, quarter page.
Grape Nuts, quarter page.
Fairy Soap, quarter page.
Blue Label Ketchup, eighth page.
Pettijohn's, four and one-half
ches.
Pompeian Olive Oil, one inch.

Good Housekeeping.

Old Dutch Cleanser, one page.
Lowney's Chocolates, one page.
Lipton's Tea, one page.
Armour's Lard, one page.
Procter & Gamble's White Naph-
a Soap, one page.
Shredded Wheat, one page.
Crisco, one page.
Ivory Soap, one page.
Campbell's Soup, one page.
Fels Naptha, one page.
Heinz Vinegar, one page.
Rumford Baking Powder, one page.
Wesson Oil, one page.
Puffed Grains, one page.
Welch's, one page.
Swan's Down Flour, two inches.
Pillsbury's Health Bran, quarter page.
Pin Money Pickles, quarter page.
Burnett's Vanilla, one page.
Howard's Salad Dressing, quarter page.
Underwood's Deviled Ham, half page.
Pettijohn's, third page.
Red Wing Grape Juice, one page.
Fairy Soap, one page.
Libby's Summer Suggestions, one page.
Kellogg's Toasted Corn Flakes, one page.

Everybody's Magazine.

Ivory Soap, one page.
Grape Nuts, one page.
Anola Wafers, one page.
Pompeian Olive Oil, one inch.
Gold Medal Flour, one page.

Scribner's Magazine.

Heinz Vinegar, one page.
Pompeian Olive Oil, one inch.
Ivory Soap, one page.

Harper's Monthly.

Shredded Wheat, one page.
Grape Nuts, one page.
Pompeian Olive Oil Salad Dressing, one inch.
White House Coffee and Teas, half page.
Swift's Pure Lard, one page.
Heinz Vinegars and Olive Oil, one page.
Ivory Soap, one page.
Royal Baking Powder, quarter page.
Postum, quarter page.
Baker's Cocoa, quarter page.
Old Dutch Cleanser, quarter page.

Ladies' Home Journal.

Kellogg's Toasted Corn Flakes, one page.
Gold Medal Flour, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Sunkist Lemons, quarter page.
Crisco, quarter page.
Sunkist Oranges, one page.
Puffed Wheat and Rice, half page.
Armour's Star Ham, half page.
Old Dutch Cleanser, quarter page.
Red Wing Grape Juice, half page.
California Association Co.—Sun-Maid Raisins, quarter page.
Welch's Grape Juice, half page.
Blue Label Ketchup, eighth page.
Carnation Milk, one inch.
Three-in-One Oil, one inch.
Procter & Gamble's White Naphtha Soap, half page.
Swift's Premium Ham and Bacon, quarter page.
Purity Cross Creamed Chicken, two inches.
Pettijohn's Bran Flakes, four inches.
Borden's Condensed Milk Co., quarter page.
Swansdown Cake Flour, two and a half inches.
Underwood Deviled Ham, quarter page.
Burnett's Vanilla, three inches.
Pompeian Olive Oil, one inch.

Ladies' World.

Cream of Wheat, one page.
Old Dutch Cleanser, quarter page.
Campbell's Soups, half page.
Grape Nuts, quarter page.
Pettijohn's, four and three-quarter inches.
Gold Dust, eighth page.
Puffed Wheat and Rice, half page.
Post Toasties, one page.

McCall's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Grape Nuts, third page.
Borden's Condensed Milk, third page.
Sunkist Lemons, third page.
Old Dutch Cleanser, third page.
Bon Ami, third page.
Fels Naptha, third page.
Shredded Wheat and Biscuit, third page.
Puffed Wheat and Rice, two-thirds page.
Pettijohn's, four and three-quarter inches.
Crisco, fourteen and one-half inches.
Pompeian Olive Oil, one inch.
Gold Dust, six inches.
Carnation Milk, one page.

McClure's.

Royal Baking Powder, one page.
Ivory Soap, one page.
Campbell's Soups, half page.
Heinz Vinegar, half page.
Shredded Wheat, half page.
Puffed Grains, half page.
Grape Nuts, quarter page.

Pictorial Review.

Cream of Wheat, one page.
Crisco, one page.
Campbell's Tomato Soup, half page.
Sunkist Lemons, quarter page.
Shredded Wheat Biscuit, quarter page.
Grape Nuts, quarter page.
Heinz Vinegars and Olive Oil, half page.
Old Dutch Cleanser, quarter page.
Armour's Lard, half page.

Reducing "Overhead"

The grocer who sells National Biscuit Company products increases his total volume of sales without increasing selling cost.

These goods are easy to sell—take less time and argument to sell—require no wrapping—there is no spoilage, therefore no waste.

Thousands of grocers who have put in the National Biscuit Company line have found that their total yearly profit is greater by far than when they sold goods of uncertain quality. Their salespeople have time to sell more goods.

Every sale means a clear profit and a consequent cut in the overhead expense.



Uneeda Biscuit—the best known, largest selling, most widely distributed soda cracker.

NATIONAL BISCUIT COMPANY

Sunshine Biscuits



Satisfying and Profitable!

SUNSHINE Biscuits satisfy the most particular customers, because of their dainty freshness and the wide variety in which they are made. There's a SUNSHINE Biscuit for every taste and every occasion, and they *please* because of their *Quality*, *Flavor* and *Freshness*.

SUNSHINE Biscuits are profitable for you to sell, not only because of the profit per package, but also because the satisfaction they give your customers will result in repeat sales and steady business for you.

It will pay you to make a constant display of SUNSHINE Biscuits and push their sale at all times.

That reminds us—

Have You a Sunshine Rack?

Ask the SUNSHINE Salesman.

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"There's a SUNSHINE Biscuit for every taste and every occasion."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Puffed Wheat and Rice, half page
Junket—Junket Folks, four inches
Pompeian Olive Oil, one inch.
Pettijohn's, four and three-quarter inches.

The Outlook.

New Post Toasties, one page.
Shredded Wheat, one page.
White House Coffee, half page.
Pettijohn's, quarter page.
Ivory Soap, one page.
Heinz Vinegars, one page.
Swift & Co., one page.
Bon Ami, one page.
Pompeian Olive Oil, one inch.
Quaker Oats, one page.

Saturday Evening Post.

Gold Medal Flour, one page.
Crisco, one page.
Campbell's Soups, one page.
Pettijohn's, five inches.
Jiffy Jell, one page.
Phez Logansberry Juice, one page
Old Dutch Cleanser.
Ivory Soap, one page.
Skinner's Macaroni, one and three quarter inches.
Frank's Meat Treats, eighth page
Heinz Vinegars and Olive Oil half page.
Clicquot Club Ginger Ale, one page.
Blue Label Ketchup, eight inches
Skinner's Macaroni, eighth page
Sunkist Oranges, one page.
Kellogg's Toasted Corn Flakes.
California Raisin Bread, one page
Underwood Deviled Ham, quarter page.
Puffed Grains, half page.
Welch's, one page.
Baker's Grated Cocoanut, quarter
Goblin, Soap, quarter page.

Woman's Home Companion.

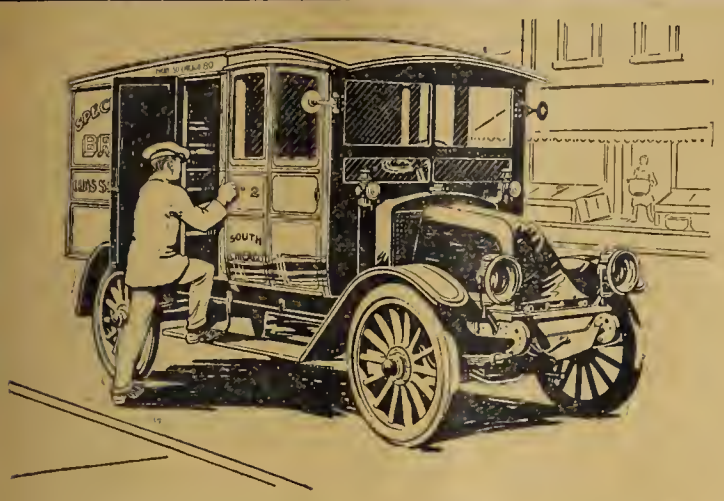
Crisco, one page.
Campbell's Tomato Soup, half page.
Shredded Wheat Biscuit, quarter page.
Old Dutch Cleanser, quarter page.
Grape Nuts, quarter page.
Pompeian Olive Oil, one inch.
Good Luck Rubber Jar Ring two and one-quarter inches.
Armour's Grape Juice, half page
Puffed Wheat and Rice, half page
Borden's Condensed Milk, quarter page.
Heinz Vinegars, half page.
Red Wing Grape Juice, quarter page.
Purity Cross Creamed Chicken two inches.
Pettijohn's, four and three-quarter inches.
Welch's Grape Juice, half page.
Three-in-One Oil, one inch.

The Woman's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Puffed Wheat and Rice, half page
Bon Ami, quarter page.
Grape Nuts, quarter page.
Fairy Soap, one page.
Pettijohn's, four and three-quarter inches.
Blue Label Ketchup, eighth page
Pompeian Olive Oil, one inch.

The Youth's Companion.

Pettijohn's Bran Flakes, four and three-quarter inches.
Grape Nuts, six inches.
Postum, six inches.
Grape Nuts, six inches.
Crisco, quarter page.
Puffed Wheat and Rice, half page
Campbell's Vegetable Soup, half page.
Postum, six inches.
Beech-Nut Peanut Butter, four inches.
Sunkist Lemons, quarter page.
Cream of Wheat, one page.



A Style for Your Business

International Motor Trucks

in four sizes, are now furnished in styles sure to meet the needs of your own business. Two or four cylinder motors; chain drive or shaft; solid tires or pneumatic; high wheels for country road driving, or low wheels for work on city streets; any desired style or size of body—all the advantages which a great organization gives are at the services of International Motor Truck purchasers.

INTERNATIONAL MOTOR TRUCKS—New Models—Attractive Prices

M—1000 pounds capacity, with express body, complete	**$ 710**
E—1500 pounds capacity, with express body, complete	**$ 950**
H—1500 pounds capacity, internal gear drive (chassis)	**$1225**
F—2000 pounds capacity, internal gear drive (chassis)	**$1500**

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory. Special bodies furnished for any line of business.

Drop us a line for full and interesting information about the four popular models at the new rock-bottom prices.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



My Idea How to Do It.

I was home the other Saturday morning, and as I was leaving to come down town in the car (trolley) my wife said to me "stop in so-and-so's and get some marshmallows and orange paste."

You'd be surprised if I told you who so-and-so's was. It's one of the biggest grocery stores in the city. They do a lot of advertising and are supposed to be right up to the dot all the time.

I'd been burnt, or my wife had, on some stale candy from this same place some time before that. We got a pound of marshmallows from there that chewed up about like I suppose the stuff you fix automobile tires would.

So I said to the little lady behind the counter—after I told her what I wanted:—

"Sure this is fresh?"

"Why certainly!" she said, "we don't have stale candy at this counter."

"The reason I asked is that we got some stale candy here two weeks ago," I said. Wasn't bad, was it?

"I don't know how it could have happened," she said. "Are you sure you got it here? Why didn't you bring it back?" She was kind of huffy and disagreeable and I began to get my mustard plaster feeling.

I didn't take up the question as to why I didn't bring it back, but she went right along.

"I pride myself on having everything fresh here," she said, "and if you don't feel sure, taste it."

It was a hot and sweaty day, but little Susy stuck her finger and thumb into a tray of mint paste, dug out one and poked it at me with the same motion as if she was trying to spear me with a pin. She pinched it so tight that I suppose she thought it would get away if she didn't, it was so fresh.

Did I eat it? Not yet. I said I would take her word for it and let it go at that. But *she* didn't let it go at that; she was still conversing with herself about it when I had gotten my bundles and left.

I remember her now as a cat with bum manners and a worse temper.

Will I be waited on by her again? Not if little Willie sees her first and can escape, and if it's necessary to pass the whole store up to escape, I can do that too.

Now I was in a retail store before I went on the road and I think I know a little bit about selling goods. My old boss used to say I did, anyway, and I can go back there any time I want to. I have a hunch I know how that thing ought to have been done, and I'm conceited enough to believe that if it had been done my way the customer wouldn't have had the taste in his mouth I had when I went out of there.

Here's the way I think it ought to have been done:—

"Sure this is fresh?"

"Yes, indeed, just fresh this morning. Why, have you ever gotten stale candy of us?"

(I'd tell then how a week ago I got a pound of marshmallows that were so stale I had to give 'em to my wife's mother.)

"Well, I am certainly sorry to hear it—we take a lot of pains to keep the stock fresh. Candy, you know, is pretty perishable and sometimes some will go stale on us before we know it."

Then I wouldn't have said a darned thing more about it until I had the customer's order for whatever other stuff was wanted, and then I'd have put in a new box of marshmallows.

"I'm putting in another box of marshmallows, because we don't want you to pay us for candy you can't eat. I feel sure you'll find these all right."

Suppose I had been the customer, and the girl had actually handed me a free box that way. Why honest, I believe that when I came to, and went out of that store I'd have stopped people in the street and told 'em about it. Advertisement? Why I'd have been an ad. that would have made the biggest electric sign look like a twinkle in a flea's eye!

I can hear what you fellows are saying all right. You know how your voice carries when y saying something mean. Th what you're saying:—

"Pooh! Pooh! If you did you'd have every grafter in coming in and making fake c about stale candy. You're cr

No I wouldn't, and I ain't, e —don't you believe it! I'd siz people up—any salesman wi brain can tell when he's up ag a fake. I'd be grafted on on a while—sure I would. But every box my leg was pulle there'd be ten boxes that would the little advertising seed fo in ground that wouldn't ne fertilizer.

Now here, I don't mean tha was back in the retail busines stand at my door on the slig provocation and lam free goo everybody. I mean that I'd sa every complaint that I thought honest, with free goods, and i other stores didn't follow I'd

Weekly Window Display Suggestions



Fruit Display.

This is a good time to display pineapples, peaches, plums, apricots, e for preserving and making jellies. First cover the bottom of the wind with green crepe paper. Then make a slant of boards in the center of window. Cover the front slant with peaches, plums and apricots, and the s slants with pineapples. At each side of the fruit, and to the front, place sm pyramids of paraffine wax. Back of this arrange pyramids of glasses c taining jellies and preserves, and you might display empty glasses if y sell them. Arrange the crepe paper to form a curtain at the rear. Suspe sign card, as shown in illustration.

e it over 'em so far they couldn't me!

fact is, I used to do that when I s in the retail business, and I ow what it did. There ain't a ng on earth that can make the ne impression on a customer that t kind of open-handedness will ke, believe me.

Now here's the sequel and you'll e be interested in it. I took the dy home. My wife opened it up the first thing she said was:—

Mercy, but this is stale!"

felt of it, and it sure *was*.

an you beat it?

THE STROLLER.

memade Root Beer Found o Contain Nearly Half as Much Alcohol as Beer.

ds That Alcohol Increases From ne-Quarter of One Per Cent., fter Beer Has Stood Two Days, p to About One and One-Half er Cent., After It Has Stood leven Days.

Dr. Charles H. Lawall, chemist he Pennsylvania Dairy and Food partment and widely known as a ntist in his own particular field, s that home-made root beer, r standing a while, develops a siderable percentage of alcohol. made some root beer and re- ts the following alcohol results:

After standing 2 days, 0.25 per nt. of alcohol.
After standing 3 days, 0.32 per nt. of alcohol.
After standing 4 days, 0.35 per nt. of alcohol.
After standing 5 days, 0.53 per nt. of alcohol.
After standing 6 days, 0.04 per nt. of alcohol.
After standing 7 days, 0.81 per nt. of alcohol.
After standing 9 days, 1.29 per nt. of alcohol.
After standing 10 days, 1.36 per nt. of alcohol.
After standing 11 days, 1.52 per nt. of alcohol.

No higher alcohol content was observed in this series even after anding for ten days longer.

The alcohol noted after standing ven days is very nearly half the ount of alcohol which is present beer.

Dr. Lawall does not say whether commercial root beer, bottled l sold on a large scale, would clop alcohol also..

ELTON J. BUCKLEY
litor "Modern Merchant and Grocery World"
torney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609
Keystone, Race 746

THE MILK THAT SELLS



ADVERTISING AND QUALITY MAKE

Borden's Eagle Brand Condensed Milk
and
Borden's Peerless Brand Evaporated Milk

THE FASTEST-SELLING BRANDS

Our steady advertising is constantly stimulating the demand for **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Evaporated Milk,** making new customers every day. Keep them well displayed in your store and secure the sales we are sending to you, because your customers will like their quality and flavor so that, once started, they will always buy these brands. You can not only start new customers on **Borden's Milks** but you can get regular buyers to buy more if you'll call their attention to the many delicious dishes they can make with them; many people who are only using them for tea and coffee will make cookies, doughnuts, cinnamon bun, milk bread. If you'll suggest it you'll not only sell more, but you'll also sell cocoa, cocoanut, spices, butter, eggs and flavoring extracts. We'll help you stir up these sales; send us your customers' names and we'll mail our Recipe Book to them for you.

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

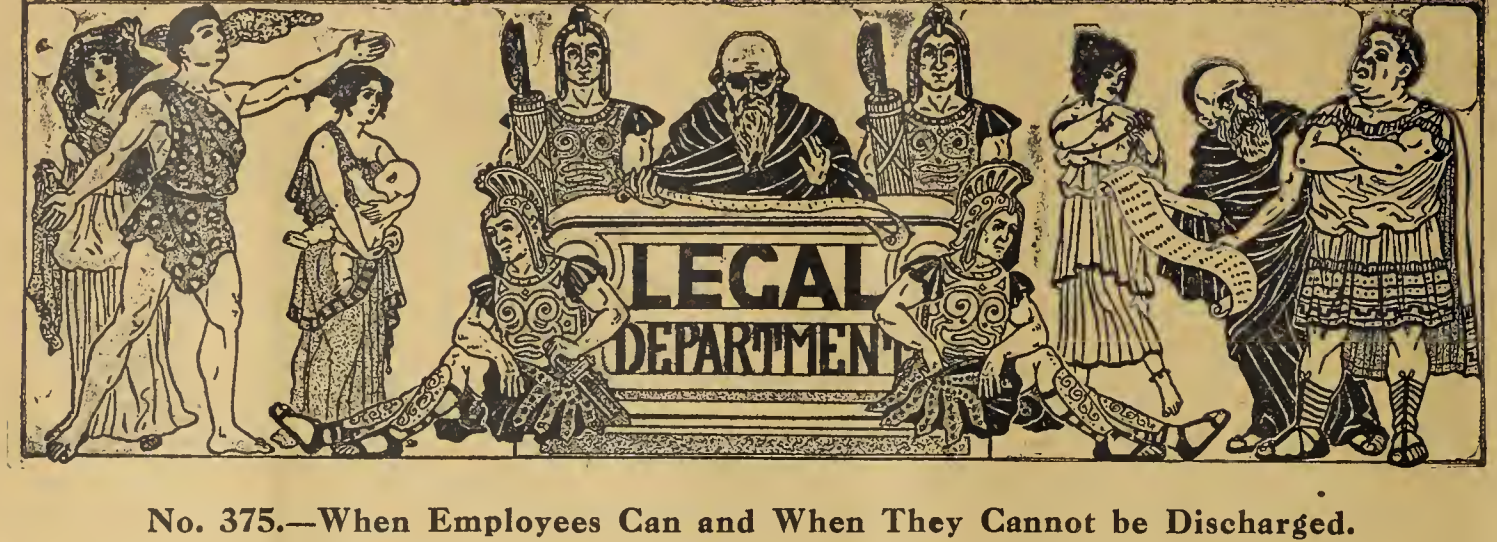
Established 1857 **NEW YORK**



WHAT TO TELL CUSTOMERS

"We recommend BORDEN'S MILKS because we know they are best and purest. We're making special efforts now to get all our customers using them in preference to others. Let us send Borden's this week."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



No. 375.—When Employees Can and When They Cannot be Discharged.

Chicago, Ill.

We have just taken occasion to discharge a retail salesman who has been with us for several years. Originally he was hired at so much a week, and there was never a written contract with him. The cause of his discharge was the fact that latterly he got so he would not obey orders and was a trouble-maker in the store. We gave him a week's notice and of course paid him up to the time he left. He now claims that he was hired by the year, and that he cannot be discharged except at the end of the year. He was engaged, according to our books, on April 15th, so that if his contention is correct we cannot get rid of him until next April 15th. He says he has engaged counsel and the counsel tells him this. He has offered to settle for a certain sum, which rather than have any trouble we would be inclined to pay, but first should like to have your opinion. Is there anything in what he says?

A. O. M. & Bro.

There is nothing whatever in it unless he can prove that he was hired by the year. If he can prove that he was hired something like a man rents a house—for one year, lease to renew itself for another year and so on if one of the parties doesn't give certain notice—then there is something in his claim.

If he was hired at so much a week, without any definite time being mentioned, he can be discharged at the end of any week. That is the law throughout the United States.

Sometimes an employee is hired at so much a month or so much a year. In those cases it is always argued, if litigation arises, that the fact that the salary basis is monthly means that the *employment* basis is monthly also, and the employee therefore cannot be discharged except at the end of any month. That is to say, of course he can be discharged, but not without paying him in full for the time.

I saw the same contention made not long ago except that it was for a year instead of a month. An employee was discharged with a week's notice. He at once started suit to recover the balance of a year's salary, on the theory that he was paid $1,800 a year, which meant that the hiring was for one year, and could not be terminated short of one year.

In this case the court said the same that it has said in other cases, viz., that merely giving an employee so much a year was not evidence that he had been hired by the year; it might only be the *rate* at which payment is to be made.

I have always advocated making contracts with employees. No employer loses anything by doing this, and he may gain a very great deal. He may avoid such disputes as this correspondent is having, for instance. By the right sort of contract, an employer can give himself the right to discharge an employee any time he has reason to, even though the contract really covers a definite period. This he can do by including in it a provision that the employee's work must be satisfactory to the employer. I know of a case in which an employer and an employee made a contract for one year. The employer thought he knew what sort of a man he had, but he found he did not, and in a very short time the employee's work began to be exceedingly unsatisfactory. The employer disharged him, believing that he was not obliged to keep on a man who was not rendering satisfactory service. The employee sued for the balance of his year and the lower court has upheld him. The case has been appealed and my expectation is that the Appeal Court will say: "It is fundamental that an employee shall render satisfactory and proper service to his employer. If he does not do so, the employer can discharge him, in spite of the contract existing between them."

But the Appeal Court may affirm the lower court, in which case the employer will owe nearly a year's salary to a man who isn't working for him, simply because he failed to include the proper protective provision in his contract of employment.

I repeat that every contract of employment should contain a provision that the employee's work must be satisfactory to the employer. With that in it, an unsatisfactory employee can be discharged at any time. The employer's dissatisfaction, however, must be genuine. He cannot get around a valid contract merely by asserting, without reason, that the employee's work was not satisfactory.

There are other reasons why contracts should be made between employer and employee. If there is no contract, an employer may change his business and no longer have any use for a given employee. Nevertheless, if he has hired him by the month or year, and has either made no written contract, or a contract which contains no provision about it, he must still keep the employee on and pay him. A provision in the contract that it should be for a month or a year, as the case may be, except in the event that the employer should change his business, or sell his business, in which case the contract should terminate upon one week's notice, would fully protect the employer.

(*Copyright, August, 1916, by Elton J. Buckley.*)

—

Question: W. H. Trick & Son, Watsontown, Pa.—We enclose herewith a specimen of a contract we have been requiring customers who, without any apparent, tangible assets apply to us for credit, to sign. This contract we have drawn to cover, as we believe, the provisions of an article published in the "Modern Merchant and Grocery World" of the issue of May 19, 1913, and found on page 10 of the Editorial Department under the heading of, "This is now a Law in Pennsylvania." As stated ab we believe this contract to be in conformation with the prime ide the legislation on the subject as stated in your publication. H ever, we are anxious to have opinion on the matter, advisin as to whether or not we can i tute procedure in the event of a fault by the signer of the said tract.

We would also appreciate suggestions you may have to m relative to this matter, and if contract is not legal we would that you submit to us one covering the legal points as scribed by the law.

Answer.—The contract encl is as follows:—

Watsontown, Pa

For the sole purpose of obta ing credit to secure the necessit of life, and since I am without r estate or tangible security, I he by tender this signed obligation a promise that I will positively p in full on the 10th and 25th of e month, or at such time as my p day may fall, for groceries or a other articles furnished to me W. H. Trick & Son.

Signed .....

Witnessed .....

You have rather misinterpr the intent and meaning of the of 1913, which provides that if person makes false statements the purpose of obtaining credit shall be guilty of a misdemea Your form is not within the a all, for the only falsehood the tomer could possibly tell under would be as to paying his bil some future time, which under law would not be a false stater at all, but a mere unfulfilled pr ise. You could not arrest anyb for that.

This form is simply a wri promise to pay for all groceries on credit. It gives absolutely security at all. Your position a your customer has signed it is cisely the same as if he had got goods without signing it—he liable for the price in both ca no more in the one case than in other.

Where a customer admits ha no assets, you cannot tie him with any contract which will s guard you, except a contract ass ing wages, or bearing someb else's signature as a guarantor

—

Note.—Requests for information this department should tersely set in full all the facts bearing on the and all questions should be care framed to avoid misconstruction. W on one side of the sheet only. Le should be received at this office later than Tuesday of each week, to sure an answer in the Monday's i

owing. The signature and address the writer must accompany all in-ries, and will be published un-there is a request not to do so. All uiries received will be answered iout charge. Address all communi-ons to Legal Editor "Modern Mer-nt and Grocery World."

Pennsylvania News Items.

The Pittsburgh, Pa., newspapers charging that there exists in t district a combine of wholesale it and vegetable receivers which ds prices up even against ex-sive supply. The following is m the Pittsburgh "Dispatch":—

The household consumer may sk: "Why are prices so high when ie yards are so full of fruits and egetables?" The general public kely does not know that there is produce and fruit dealers' asso-ation here that fixes prices in the roduce yards. The price fixing is one through the medium of auction ales held every other day. It seems these auctions stool pigeons are mployed to make bids until prices re high enough to suit those con-olling the auctions. Then the ake bidders are given the sign to ease bidding.

If a heavy over-supply of any arm or orchard product arrives, ie new supply is not stored in the ike street yards, but is sidetracked the Thirty-sixth street yard, and held there while the "insiders" ay demurrage charges rather than ave the surplus come on the mar-et. If by being held it decays and not salable, it goes to the gar-age furnace, for what is some-ne's loss, usually the shipper's, is ie gain of the inside dealers, be-ause they get top prices for what ey are offering for sale.

The combination here is so big nd powerful that it really is a big actor in making wholesale prices other cities. Pittsburgh is one f the largest distributing centers of ruits and produce in the country, anking pretty close to New York that respect. Most of the farm nd orchard products from the outh and West, which eventually nd a market in West Virginia, Western Pennsylvania, parts of Ohio and New York, reach their estination by way of Pittsburgh, nd often shipments consigned to his city are switched off to some ther city before they reach Pitts-urgh, because those in control of ne situation here know that all hipments meant for Pittsburgh annot be sold here unless prices are reatly reduced.

The Merchants' Association of tington had its annual outing or rchants' Day Thursday, the 27th, giving a picnic at Kern's Grove. kinds of sports were arranged by the committee of clerks in rge. The main feature of the was a baseball game between merchants and the clerks, the rks winning by a score of 8 to 7. e grove was well filled consider-the threatening weather all day. band furnished the music in the ening.

"The Greatest Match Makers in the World"

¶ Pretty good reputation that, isn't it? But it's true and we regard it as a good deal of a standard to live up to. We won it only after thirty-three years of honest, intelligent attention to scientific study, skill in production and honest dealing with the public.

¶ And that wasn't all that brought it. We never would have won it without the friendship and co-operation of the Grocers of the United States—the friend alike of the manufacturer and the consumer.

It takes the right kind of combination to set the world ablaze

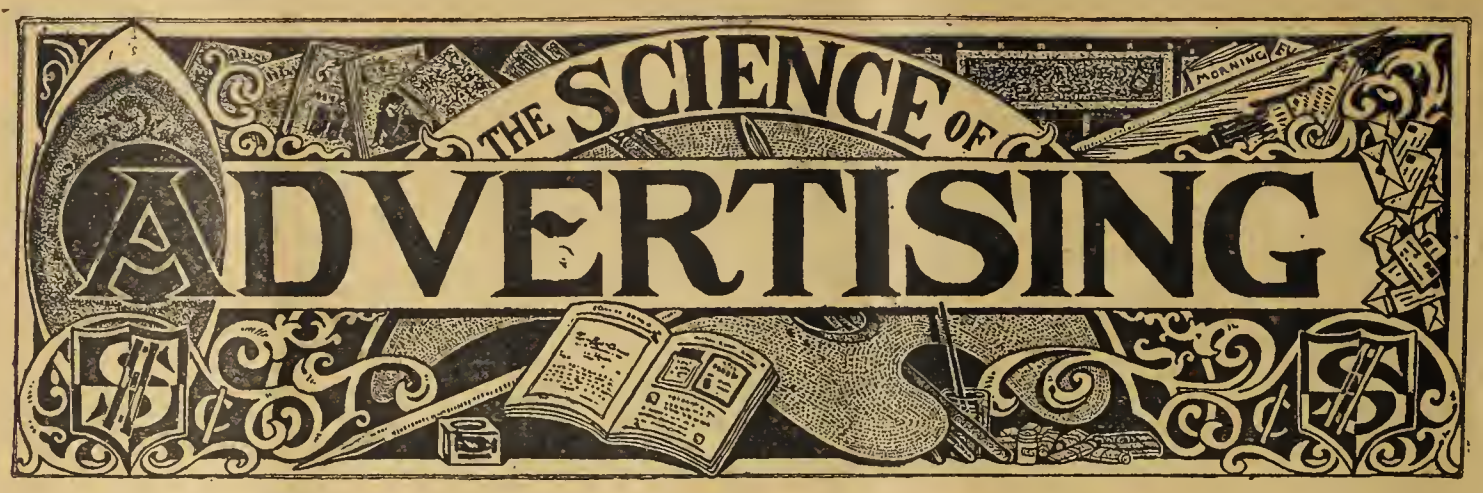
The Diamond Match Company

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"The DIAMOND MATCH is a safe match to have about the house. They burn evenly, are non-poisonous, and the heads don't fly off."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



I have from C. L. Grabill, grocer, Lancaster, Pa., a copy of a circular which he recently used. It is the small size, 6 x 9½ inches, and is here reproduced:—

GRABILL'S
GROCERY
251 W. KING ST.

Sunkist Oranges "DRINK ORANGES" What is more healthful and invigorating than a delicious glass of cold juice squeezed from Sunkist Oranges? You get this Delicious Beverage just as nature has placed it in the fruit. We sell Sunkist Oranges at 30c, 35c. 40c and extra large 50 cents a dozen.
SUNKIST ORANGE JUICE EXTRACTOR 10 cents each. Use an Extractor and Drink Sunkist Oranges, in stead of eating them.

COFFEE. COFFEE. COFFEE, COFFEE. COFFEE.
15c, 17c, 19c, 20c, 25c, 28c, 30c, 33c and 35c a pound.
YOU CAN HAVE YOUR CHOICE.
During May and June we will give Stamps with Coffee as follows.
40 STAMPS with our 30c, 33c and 35c COFFEE.
30 STAMPS with our 25c and 28c COFFEE.
20 STAMPS with our 20 cent COFFEE.
10 STAMPS with our 15c, 17c and 19 cent COFFEE.

HEADLIGHT OIL 10c gallon, 5 gallon for 49c

Heinz Baked Beans	can 9c, 13c	Krumbles	package 9c
Fruit Jelly	tumbler 6c	Grape Juice	quart bottles 25c
Home Made Jelly	tumbler 10c	Grape Juice	pint bottles 15c
S S Butter Crackers	lb 10c	White Star Peas	can 6c
Tar Balls	pound 19c	Postum Cereal	pkg 12c, 20c
Shredded Wheat	pack 11c	Grape Nuts	pkg. 12c
Ross Shredded Wheat	pkg. 8c	Frankfurters	pound 16c
Cream of Barley	pack 13c	Sour Kraut	3c, 5 pounds 10c
Washington Crisps	pkg. 9c	New Post Tosties	pkg, 9c
Quaker Puffed Rice	pkg. 13c	Quaker Puffed Wheat	pkg. 10c

LAKE ERIE WHITE FISH are elegant eating, cheaper than mackerel, only 12 cents a pound. LAKE ERIE CISCOES 2 for 5 cents.
BOILED HAM We miss our guess if you can buy boiled ham that tastes as good anywhere else in the city. Ofcourse "There's a reason." We buy the best smoked ham and boil them the old fashioned way. 12 cents a quarter pound.
SLICED HAM FOR FRYING. We slice SWIFT'S PREMIUM HAM the best on the market. Try a slice, 34 cents a pound.
SLICED BUTS 24 cents a pound. FRANKFURTERS. The best. "Made in Lancaster" 16 cents a pound.

Goods Delivered Both Telephones

This is not very well put together, typographically. The printer could have done a lot better than this, I think. To begin with, there is too much matter on this circular by far. It is badly crowded all through. And the type is jumbled. That scheme of using one kind of type for "Sunkist" and another kind for "oranges" is very poor craftsmanship. Then I see the printer has worked another style of type in for "Sunkist oranges" in the body of the paragraph. More space could have been gotten had the heading been cut down. Personally, I should have put the name and address at the bottom, but a good many advertisers like to put the name at the top. In that case I should have used simply the one word "Grabill's." No use to say "Grocery"; I assume everybody knows it is a grocery. And the address should have gone at the bottom. There is no need to use such large type; if the body of the advertisement attracts people, they will look up the address. This would have given almost an inch more space, and if the printer had distributed this through the body of the circular, it would have presented much better appearance.

* * *

I should have arranged the matter a little differently. Instead of the coffee matter which has been used, I should have used a heading like this: "Extra Stamps with Coffee in May and June." Followed by a brief statement that during the months named I should give stamps as follows with my different grades of coffee. No need to name the different prices twice, as has been done. What the prices beginning with Heinz beans are supposed to be I do not know. Are they special drives? If so, there should have been a head to say so. "Look at These," or "Every One of These is a Bargain."

* * *

The matter on the bottom is really the best advertising on the circular, yet it is given the least place. The paragraphs should have been separated with a rule, or at least with some space.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Preserving Meat Without Ice.

A number of Brazilian operators are about to use a new scheme for preserving fresh meat without ice. The process may find its way to this country. The treatment consists of boning the meat and putting it through a certain slight process of salting; then immersing it in special tanks containing a pickled preparation formed of meat juices and melted salt, where it is left for ten days. It is claimed that meat so treated is preserved indefinitely whether exposed later to air, heat, moisture or extreme cold. It is said that the meat thus prepared has a dark appearance, similar to that of dried meat, but that once dipped in water resumes its original appearance.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Shelves.—If you follow the eyes of brother grocers who come to visit your store, you will find them critically running along your shelves when they enter. Indicating that this part of your stock gets first attention.

Shelf arrangement is more suggestive of good or bad taste in a store than anything else. Not so much in the mixing of goods up as in the correct placing of these goods.

Sometimes you will see cereals or canned goods come half an inch or so over the shelf. Sometimes you will see them placed upside down and generally irregular.

* * *

This has a very bad effect on the eye of a neat housekeeper and a dangerous influence on all employees. Because, for instance, if indifference is shown in stock display on shelves, how can you expect your porter to pile his cases evenly in the stock room, or your errand boys to place bag salt "one on top of the other, lugs out"?

Where people stop to give their orders—at the first counter there is a chance to advertise goods that few of us fully appreciate. There they stand until waited upon, looking straight at your goods and signs, yet year in and year out we show them the same goods and inflict upon them the task of reading the same cards.

These sections should be changed every three months, allowing the goods to correspond with the seasons.

Constantly keeping fancy glass goods in the most valuable spot in the store, like advertising imported conserves, the right-hand space of every ad.

* * *

Just at present this particular section should represent vinegar, pickles, oil, salad dressing, potted meats, canned chicken, canned tongue, sardines, salmon and all the goods that are in summer demand.

Never mind the odd appearance of these things—they're odd because you have been told that glass goods should be there. But what you are after

ılts. It's your business and my busi-
s to sell more goods, and to do this
must study the most effective way,
ardless of old-established methods.

* * *

couple of years ago the writer ex-
mented with this by putting summer
ned meats where olives had been for
rs. So far as appearance went, the
nge detracted beauty and brightness
n the surroundings, but it sold
mer canned goods. It doubled the
that season on tuna fish alone, and
for olives, the demand was not in
way affected.

* * *

abbage Day.—This part of the
ntry best native cabbage is bought
a dollar a barrel, running around
ieads. A cabbage day is in order at
ents.

ill one of your windows with cab-
e and put one of the men in
with a pair of blue overalls and
ıper, with a bandana and old straw
and false face, with farmer whis-
s. You will sell cabbage right and
. You will create a lot of cheerful-
s and you will get a crowd into the
e.

his crowd will be a woman crowd,
naturally they will talk. Talk about
old farmer coming to So and So's
re to sell his cabbage for a nickel
ıead, "the finest cabbage they ever
."

here's no work in this stunt, no ex-
ıse, except the cut price, and that's
rged to advertising.

---

king Consumers' Help in Canned Goods Campaign.

he National Canners' Association
addressed the following to consum-
, as a forerunner of its educational
npaign in the interest of canned
ods:—

The modern commercial cannery
s Government inspected and as
lean in all its parts and features
ıs a neat and careful woman's
itchen. It is usually located very
ıear to the field of production. Its
ıroducts are very largely handled by
nachinery and little by hand. It
ıas held down the advancing cost
of living, lightening the labor and
ncreasing the happiness of woman-
ind.

The hand that rocks the cradle
s the hand that writes the order to
he retail grocer for canned goods
ınd the tongue that sings the world's
ullabies is the same tongue that
ells the grocer over the telephone
what kind of canned foods to send
ıround. We know your influence.
We respect and trust your sense of
ight and justice and your intelli-
gence and appreciation. Nearly
$500,000,000 in value of canned
oods were sold last year. This
country alone should quadruple that
ıuantity. The canning industry is
ıne of the blessings of modern
imes. Help us to extend it to every
ıome.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager



Sell FRANKLIN CARTON SUGAR Instead of Bothering with Bags

One of our machines can fill 127 CARTONS with FRANKLIN CARTON SUGAR in the time it takes to fill, fold and tie a paper bag. There are 127 more sensible things to do in a grocery store than put up sugar; it's not only a foolish waste of time, even if the boy does it, but besides the cost of the labor you must also take the cost of the bags and the twine and the loss from overweight out of the slender margin of profit.

FRANKLIN CARTON SUGAR is ready to sell when you get it; it's as handy as cans of tomatoes or bottles of pickles. It's a tight, neat, clean, convenient, sanitary package that will please your customers as much as yourself. The CARTON does not burst on the way to a customer's home and let the sugar get over everything in the basket or box, it does not burst or fall over and spill when customers handle it. Women like its cleanliness; they like the sparkling white purity of the sugar. Once you start them buying it, they will always buy it.

You can buy FRANKLIN CARTON SUGAR in the original CONTAINERS of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING COMPANY

PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY INTEGRITY SERVICE OUR

WHAT TO TELL CUSTOMERS

"Here's the finest sugar you can possibly buy—FRANKLIN CARTON SUGAR. In the first place, it's absolutely clean, pure sugar and, in the second place, the sanitary CARTON *keeps* it clean, to the last grain."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 134.

We have for sale one 120-account system. It is a Standard Account System, manufactured by the American Sales Book Co. Cost $25, will sell for $5.

C. W. RETTEW,
Fifth and Locust Sts., Lebanon, Pa

Offer No. 135.

I have a glass front refrigerator; size, 6 feet high, 40 inches wide, 30 inches deep, in first-class condition, I would like to dispose of; price $35 cash, delivered to buyer, or $10 down and $10 a month on lease.

FLOYD KLINETOB,
Berwick, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

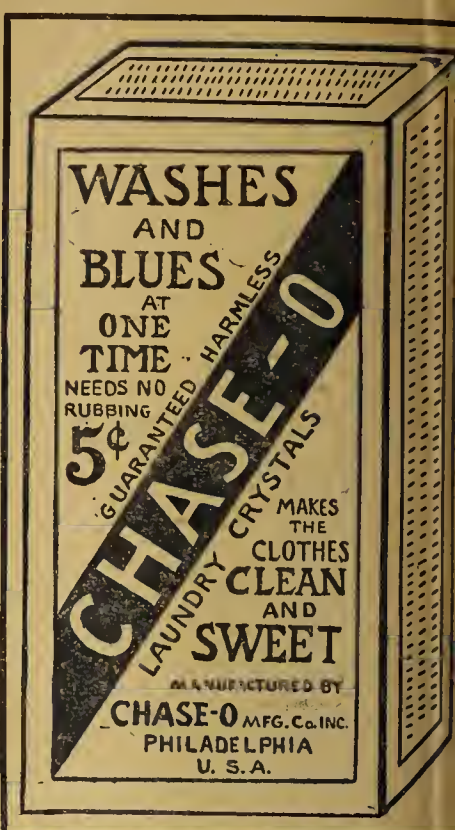
Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio



We Are Helping You Sell Chase-O

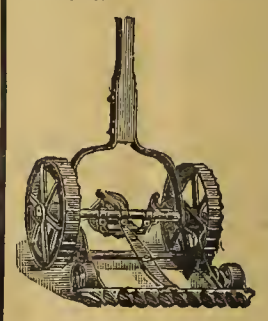
Every new customer you get on **Chase-O** makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



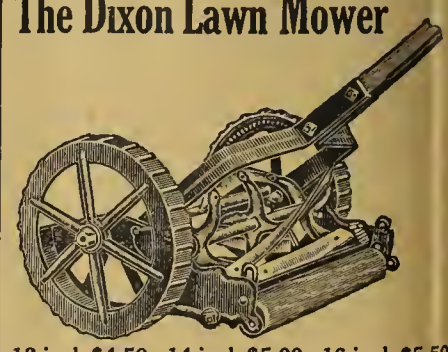
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern rchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in tage to pay for remailing the same. The price of each insertion is two cents per word in advance.

ITUATION WANTED

ANTED.—Refined, educated woman, rty years old, wishes a position where nesty and ability to please customers ll be appreciated; several years' ex- ience in general store. Address C., care Grocery World Publication ., 927 Arch St., Philadelphia. 7

HELP WANTED

ANTED.—A general stores sales- n who is at present employed and s held this same position for at least o years. Salary $800 to $900 per year, cording to previous experience and cord. Address C. E. Engel & Co., ion Bridge, Md. 7

ANTED.—Grocers' tea and coffee esman to handle my line of store tures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

OR SALE OR RENT

STORES.

R SALE.—First-class general gro- y store, very best location, doing a siness of $12,000 a month; more can done. Only those meaning business l have the cash need apply. Build- contains meat market and is large ough to accommodate four families. Three-room cottage adjoins. Also have one five-passenger Abbott-Detroit touring car, 1916 model, forty-five horsepower, self starter; easy on tires; averaging twenty miles per gallon gasoline on rough country roads. Address Frank Horvath, Wyano, Pa., Box 98; Bell phone 115-R 14, Youngwood, Pa. 10

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—Cash grocery store; $500 for fixtures, including U. S. Slicer, Dayton scale, National cash register and McCray floor show case refrigerator; stock at inventory; big bargain. Address Fisher, 535 W. York St., corner Fairhill St., Philadelphia, Pa. 7

FIXTURES.

FOR SALE.—One seven-foot butcher's counter (wooden), including one marble slab 7 feet x 29 inches and 2 inches thick; will sell reasonably cheap. Write for price, f. o. b. North Wales, to De Houpt's Grocery, Inc., North Wales, Pa. 8

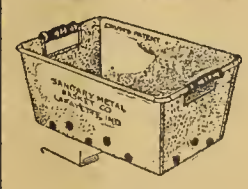
FOR SALE.—One 220 account McCaskey Credit System; never used; cost $100 thirty days ago, will sell for $65 cash. Address Decker's Cash Store, Waynesboro, Pa. 7

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

WANTED

WANTED.—Salesmen calling on country and town stores in any line to take orders (side line) for Keystone Veterinary Products; name counties covered. Address C. F. Harman & Son, Manufacturers, Enterline, Pa. 7



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, AUGUST 7, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	C
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Eggs
Flour

DECLINES.

Lard and Compound, Swtft's

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.71	.72	.73
Buff Label, I. and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz.	.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.	.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin	1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin	2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 20c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz, per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ⅛ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocba Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins...per box	.....
Tomson-Hummels, tin, ½ gross...per gross	2.60
" imp., ½ gross... "	2.15
Floto's, improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs.... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.34
" extra, 60-lb. tubs	.33
" first, "	.32
" second, "	.31
" tbird, "	.30
" dairy, extra, bakers' use, 30–60 lbs	.27–.30
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32–.35
Print Butter—	
Prize	.36
Gurnse, lbs. and ½ lbs.	.37
Awltru	.35
Honebe	.33
Star or S. D., 1 lb., 20–50 lb. bozes	.37
B. B., E. D., 20–50 lb. boxes	.36
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.35
Sheaf ("400"), Elgin, 20–50 lb. boxes	.34
Sheaf	.32
White Rock	.37

CANDLES.

	Per
P. & G., 8s, 30 lbs	.10
" 16s, 30 lbs	.11
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07
Searchlight, hotel, 16s, 30 lbs	.06
Peerless, hotel, 16s, 30 lbs.	.09
Bright Light, 16s, 30 sets to box...per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gro
Half gallons	7.60
Quarts	5.25
Pints	4 90
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gro
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz...per doz.	.17

CATSUP.

Snider's—	Per do
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per ca
Small, 25 bottles	2.90
Medium, 55 bottles	4.50
Large, 12 bottles	3.50

—5—

CANNED GOODS.

ed Beans—	
itter's	1.00
& M., No. 2	1.20
ampbell's, 16 oz., tomato sauce or Boston style per case	
hider's, No. 2	1.40
an Camp's, No. 2	1.40
uikshank's, No. 2	1.35
einz's, No 2	1.40
og's Head, No. 3	1.45
tcory, No. 1	
iatoes—	
andard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
a Beans—	
andard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
ncy, small, No. 2	1.65
g Beans—	
andard, New York, No. 2	1.10
xtra fancy, New York. No. 2	2.00
ncy, New York, No. 2	1.50
andard, Maryland, No. 2	.60
Kidney Beans—	
andard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
n—	
andard, New York, No. 2	.90
ncy, New York, No. 2	1.00
andard, Maryland, No. 2	.85
" Maine, No. 2	1.25
ncy, Maine, No. 2	1.25
ioe Peg, No. 2	.85
hoje grain, No. 2	
s—	
andard, New York, No. 2	1.15
fted, New York, No. 2	1.50
xtra sifted, New York, No. 2	2.00
andard, Southern, No. 2	.85
fted, Southern, No. 2	1.00
xtra sifted, Southern, No. 2	1.40
andard, Indiana, No. 2	.85
fted, Indiana, No. 2	1.00
xtra sifted, Indiana, No. 2	1.40
andard, Wisconsin, No. 2	1.10
fted, Wisconsin, No. 2	1.40
xtra sifted, Wisconsin, No. 2	2.00
ts—	
tandard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
cotash—	
tandard, New York, No. 2	1.00
ancy, New York, No. 2	1.25
tandard, Maryland, No. 2	.95
ancy, Michigan, No. 2	1.20
aragus—	
mall, No. 2½	2.00
fedium, No. 2½	2.20
arge, No. 2½	2.50
ips, No. 1	2.25
apkins—	
tandard, New York, No. 3	1.00
" New Jersey, No. 3	.85
ach—	
tandard, Maryland, No. 3	1.05
r Krout—	
tandard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

ricots—	
xtra, No. 3	2.75
" No. 2½	2.25
xtra Standard, No. 2½	1.90
tandard, No. 2½	1.75
tlett Pears—	
xtra, No. 3	
" No. 2½	2.50
xtra Standard, No. 2½	2.30
tandard, No. 2½	2.15
ite Cherries—	
xtra, No. 3	
" No. 2½	2.90
xtra Standard, No. 2½	2.75
tandard, No. 2½	2.40
ches, Lemon Cling, Sliced—	
xtra, No. 3	2.95
" No. 2½	2.00
xtra Standard, No. 2½	1.75
tandard, No. 2½	1.50
ches, Lemon Cling—	
xtra, No. 3	2.95
" No. 2½	2.00
xtra Standard, No. 2½	1.75
tandard, No. 2½	1.50
ches, Yellow Crawford—	
xtra, No. 3	2.80
" No. 2½	2.00
xtra Standard, No. 2½	1.70
tandard, No. 2½	1.40

Eastern Canned Fruits.

bles—	
ew York State, No. 3	.90
" " No. 10	2.75
ckberries—	
n syrup, No. 2	1.35
n water, No. 2	
rries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
ches—	
able, No. 3	1.35
conds, No. 3	1.15
ie, No. 3	.85
rs—	
rtlett, Extra Standard, No. 2½	2.00
eifer, syrup, No. 3	1.25
" water, No. 3	.90
ns—	
eavy syrup, No. 2½	1.25
ght syrup, No. 2½	1.00
berries—	
aine, in water, No. 2	1.40
wberries—	
xtra preserved, No. 2	1.80
reserved, No. 2	1.60
water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15.00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	
Boneless and peeled, ¼s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Boullion "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Plnts.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Plnts.	½-Plnts
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb. per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ½s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

	Per tin
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—

Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.

No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb.

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1.32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter, Parchment— Per pkg.

9x12, 1000 sheets	1.18

Toilet— Per case

Extra quality, 100 rolls	7.25
Good " 200 "	6.25

Butter, Wax— Per pkg

9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.63	.52
½ "	10M	.76	.63
1 "	8M	1.01	.83
2 "	6M	1 32	1.09
3 "	5M	1.58	1.30
4 "	4M	1.96	1.61
5 "	3M	2.27	1.87
6 "	3M	2.77	2.28
8 "	2M	3.22	2.65
10 "	2M	3.66	3.00
12 "	2M	4.28	3.53
14 "	1M	5.42	4.47
16 "	1M	5.80	4.78
20 "	1M	6.50	.....
25 "	1M	7.18	.....

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

No. 2, Manilla, light weight— Per lb.

12 in. rolls	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾

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Silk Fibre, No. 1—	
9 in. rolls	.05
12 "	.05
15 "	.05
18 "	.05
20 "	.05
24 "	.05
30 "	.05
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.50
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3 00

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Water	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon.	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Pails
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Grabam Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz ..... per doz.	1.40
" " with horseradish.... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish.... "	.....

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Weln Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz. ..... "	.48
" with horseradish, 2 doz. ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, less	.....
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " less than cask, "	.....
Roquefort ..... 12 in case, "	.....
" less than case, "	.....
Parmesan, about 30 lbs ..... loaf, "	.....
" less than loaf, "	.....
Edam, 12 in case ..... case	.....
" single	.....
" in tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.....
" " less than loaf	.....
" square loaves, No. 1, about 25 lbs. each ..... per lb.	.23
Limburger, No. 1 ..... box and ½ box	.19
" less than ½ box	20
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.22
English Dairy ..... "	.24
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ..... per lb.	.....
Weiner Wurstel, 16 in tin ..... per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29	.30
" (Diamond S.)	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami (Circle S.)	.29	.....
" (Diamond S.)	.28	.....
" (G. A. P.)	.....	.....
Landjager, short ..... per lb.	.35	
" long ..... "	.....	
Mortadella, dry ..... "	.....	
Knackwurst, 25 in box ..... per box	4.75	
" ..... per doz.	2.40	
Tongue Sausage ..... per lb.	.22	
Smoked Braunschweiger Liver Sausage "	.20	
Lachs Ham ..... "	.43	
Petit Delicatess Frankfurters, plain .. per doz.	1.00	
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.	1.00	
Lebanon Beef Balogna ..... per lb.	.22	
Paprika Speck ..... "	.18	
Mettwurst, half round ..... "	.25	
Liver Sausage (special), truffle, goose or sardellen ..... per lb.	.35	
Smoked Thuringer Blutwurst ..... "	.....	
" Pfefferwurst ..... "	.....	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars ..	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. pails ..... per pail	.75
" 10-lb. pails ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ½ bbls	.....

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Marinirte Herring, imported, about 40 in pail	2.75
Roll Herring, imported, about 25 in pail	.....
Spiced Herring, imported, about 40 in pail	.....
Norway Stockfish, dry ..... per lb.	.22
Matjes Herring ..... piece	.....

Bismarck Herring.

Round tins, with key, pint ..... per doz.	2.65
" " quart ..... per tin	.42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tin	1.30
" 2-quart tin	.75
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand ..... per keg	.....
" 5-lb. pails ..... per pail	.....
" 10-lb. pails ..... "	.....
Cut Spiced, 10-lb. pails ..... "	.....
" 5-gal. keg ..... per keg	.....
Russian, in glass jars ..... per doz.	.....

Norway Anchovies.

Fancy, keg	.....
" ½ keg	.....
" ¼ keg	.....
" ⅛ keg ..... per doz.	3.60
Original package ..... per ½ bbl.	.....
Repacked, 5-lb. pails ..... per pail	.....
" 10-lb. pails ..... "	.....
" 5-gal. kegs ..... per keg	.....
" ⅛-lb. flat tins ..... per doz.	.....
" ½-lb. tall tins ..... "	.....
" 1-lb. tall tins ..... "	2.10

Salt Sardellen.

Original packages, 1902 ..... per anker	.....
Repacked, kegs, about 8 lbs ..... per keg	3.25
" pint jars ..... per doz.	5.25
" large tumblers ..... "	.....
" small tumblers ..... "	2.00

Russian Caviar.

1-lb. tins ..... per doz.	.....
½-lb. tins ..... "	.....
¼-lb. tins ..... "	.....
⅛-lb. tins ..... "	.....

German Dill Pickles—Regular Size.

60-gal. casks, about 2000 ..... per cask	.....
50-gal. bbls., about 1200 ..... per bbl.	12.00
15-gal. kegs, about 500 ..... per 100	.....
10-gal. kegs, about 300 ..... "	.....
5-gal. kegs, about 150 ..... "	.....
10-lb. pails, about 50 ..... per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	.....

Domestic Sourkrout—Long Cut.

60-gal. casks ..... per cask	.....
48-gal. bbls ..... per bbl.	5 50
10-gal. kegs ..... per keg.	2.00
5-gal. kegs ..... "	1.15
10-lb. pails ..... per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb.	.....
Spitzkugein ..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 in pkg., "	.....
Amandines, 9-lb. tins ..... per tin	.....
" small tins ..... "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs ..... per bag	.....
Green Kern ..... per lb.	.35
Potato Flour ..... "	.09½
German Dried Pears ..... "	.....
Dried Mushrooms ..... "	.....
Juniper Berries ..... "	.08
St. John's Bread ..... "	.....
Bay Leaves ..... "	.08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.13
½ bbls., about 180 lbs	.13½
Tubs, about 65 lbs	.13⅜

CHEESE.

New York, full cream, fancy, old, 40 lbs	.17
" " choice, new, 35 lbs	.17
Picnics, full cream, fancy, new, 20 lbs	.17½
Swiss, domestic, about 30-lb. blocks	.24
" " about 70-lb. loaves	.....
McLaren's, medium, 2 doz ..... per doz.	1.35
" Club, 2 doz ..... "	1.00
Red Edam ..... each	1.65
Philo Cream, 1 doz. 10c. size ..... per doz.	.95
Elkhorn Pimento, 1 doz ..... "	1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.34
Western, selected	.31
Milhen Farm	.35
Awltru, packed in cartons	.33

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FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans.....per lb.	.33
Anchovies, in oil, 6 ring bottle.....per doz.	5.25
" " 3 ring bottle..... "	3.25
Capers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
Canton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
Cherries in Maraschino, glass, 1 doz.. "	7.00
Clam Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
Curric Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
French Peas, extra fine .....per case	21.00
McCann's Irish Oatmeal—	
2-lb. cans .....per doz.	3.35
5-lb. cans.....per tin	.70
14-lb. cans ..... "	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
Petit Beurre.....	.33
Dinner.....	.42
Breakfast.....	.42
Red Pepper, ring, pints .....per doz.	1.25
" " ½ pints..... "	.60
Salt, stone jars, 4 doz.....	1.75
Theodore Marquett Mushrooms—	Per case
First choice.....	41.00
Choice, 100 tins.....	39.00
Hotel, 100 tins.....	36.00
Truffles—	Per tin
⅛.....	.20
⅛.....	.35
¼.....	.60
½.....	1.25
Shrimps, pickled, small size.....	1.20
" Dunbar's, 2 doz.....per doz.	2.75
Figs in Cordial, Bishop's, 1 doz..... "	6.50
Crystalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
Lime Juice, Rose's..... "	5.00
Victor Rose Water..... "	2.25
" Peach Water..... "	2.25
Pitted Olives..... "	5.25
The Franco-American Food Co.—	Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.	1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—	
Per tin, 100 cubes.....	1.70
" 50 cubes.....	.90
Per doz. tins, 12 cubes eacb	2.75
Ameko Clam Bouillon—	
7-oz. bottles, 1 doz.....	2.00
14-oz. bottles, 1 doz.....	3.75
Ameko Tomato Bouillon—	Per doz.
Pint bottles.....	6.00
Quart bottles	9.00
Gallon jugs.....each	2.75
Liebig's Oxo Cubes—	Per doz.
12 4s, 10c. size.....	.85
12 10s, 25c. size.....	2.00
Cans, 100 cubes.. .....per 100	1.65
Armour's Beef, Clam and Chicken Cubes—	
Small boxes, 12 cubes, 1 doz.....	2.50
Medium boxes, 50 cubes .....per tin	.90
Large boxes, 100 cubes..... "	1.70
Armour's Concentrated Bouillon—	
Jars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
Armour's Tomato Bouillon—	
Bottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
Fancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

Armour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
Armour's Fluid Beef Extract—	
Bottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
Ceresota	7.25
King Midas	8.25
Gold Medal	7.60
Millbourne	7.80
On Top	8.05
Pillsbury's Best.....	7.25
Semper Idem	6.70
Pride of the West.....	6.25
Sunbeam	6.15
Quaker.....	7.15
Blue Seal.....	6.15
Sunny White	7.80
Crocker's Best.....	7.15
Duluth Imperial.....	7.00

Prepared Flours.

	Per case
Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz.....	1.44
2 doz. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
Uncle Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s.....	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s.....	1.30

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.07¼
New York State Marrows, new, bags about 2½ bushel	6.20
Pea, fancy, new, bags about 2½ bushel.....	6.10
Red Kidney, 60 lbs. to bushel	6.25
Peas—	
Green, domestic, bags about 2½ bushel	3.30
Yellow, split, domestic. 1 bushel bags.....	3.40
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.12½
Less quantity	.13

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.02½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.02½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	2.50
No. 3, 100-lb. bags.....	2.50
Oatmeal—	
B, bbls.....per bbl.	5.61
B, 100 lbs.....per keg	2.71
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.35
" 90 lbs .....per keg	2.80
" 90 lbs.....per sack	2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.90
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china. 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.60
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.75
" yellow family, 10s	1.75
Quaker F. S. Hominy, pearl or gran., 24s	1.75
" " 10s	1.75
Mother's Hominy, pearl or gran., 24s.....	1.75
" Cornmeal, No. 2, white, round, 24s.....	1.75
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.80
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	3.80
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.25
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large..... .....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	27.00	14 10	7.25	1.60
Ex. Shore, No. 2	200-240	25.00	13.10	6.75	1.50
Ex. Shore, No. 3	290-340	24.00	12.60	6.50	1.45
Ex Shore, No. 4	390-440	23.00	12.10	6.25	1.40
Irish, No. 3	350-380	20.00	10.60	5.50	1.25
Irish, No. 4	400-450	19.00	10.10	5.25	1.20
Irish, No. 5	460-500	18.00	9 60	5.00	1.15
Large Cape Shore	100-120	18.00	10.10	5.25	1.20
Med. Cape Shore	160-180	20.00	10.60	5.50	1.25

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.16
Bass Native	-.09
Salmon, fresh.....	.18 -.20
Eastern Cod	-.14
Croakers	-.07
Large Hake	-.07
Haddock	-.07
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.12
Eels	-.12
Rock Fish.....	-.....
Lobsters.....	-.37
Flounders	-.08
Large White Perch	.....
Sea Bass	-.06
Blue Fish.....	-.....
Porgies.....	-.08
Fresh Mackerel.....each	-.30
King Fish	-.10
Weak Fish	.07 -.10
Butter Fish.....	-.09
Tile	-.09

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway....bbls.		5.50
" ....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Cbemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes ....5 doz.			3.00
Cold Blast ....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain ....per doz.		.75	.85
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons ....3 doz. to case	2.85
" " ....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Cbarge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chlorlde, Acme, siftlng, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, slftlng, 25 1s	.....

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00
Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.	
Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-plnt	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 24 to case	3.90
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

	Per lb
Almonds, Californla, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08½
Fancy, hand picked	.06
Virginia, choice	.05½
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per g
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08
Fermented, 45 grain	.....
" 40 grain	.....
Crulkshank, distilled, white....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.19
" " 10–12 lbs	.19
" " 14–16 lbs	.19
" Skinned Hams	.22
" Cooked Hams	.34
" Bacon	.25
" Dried Beef, insldes	.39
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.19
" Skinned Hams, 18–20 lbs	.21
" Picnic Shoulders	.15
Hams, skinback, 18–20 lbs	.20
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.28
" tenders and knucks	.28
" air dried, sets	.28
" " tenders and knucks	.28
Brisket Pork	27.50
Jersey Pork, butt....per bbl.	26.00
" family.... "	27.50
Breakfast Bacon, rib in	.20
" boneless	.21
S. P. Bellies, 14 lbs. average	.16
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.34
Beef Tongues, smoked, 5–6 lbs....per lb.	.22
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans... 1.80

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per c
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per c
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.1
Jewel, compound	.1
Cotosuet	.1

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ty Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	10.25
No. 5 tins	12 in crate	10.32
No. 3 tins	20 in crate	10.40
ompound—		Per lb.
Tierces and tubs, about 340 lbs		.11½
60-lb. tubs		.11⅝
10-lb. tin pails, 60 lbs		.12¾
5-lb. " 60 lbs		.12⅞
3-lb. " 60 lbs		13

DRESSED MEATS.

ty Dressed Stock—		Per lb.
Steers	.11	-.14½
Heifers	.10½	-.13½
Cows	.08	-.12
Veal Calves	.13	-.16
Extra Calves	....	-.18
Southerns and Barnyards	.10	-.12
Country Dressed	.13	-.15
Extras	.. ..	-.17
Sheep	.14	-.15
Extra Wethers	....	-.16
Lambs	.15	-.17
Extra Lambs	.18	-.19
Hogs	.....	-.14½

BUTCHERS' SUNDRIES.

resh Steer Tongues	each	-.80
ow Tongues	....	-.60
alf Heads, scalded	.50	-.75
weetbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
alf Livers	"	.25 -.30
eef Kidneys	per doz.	1.25
eef Livers		.10
xtails	per doz.	1.20
fearts, beef	per lb.	.05
olls, beef		16.00
enderloin, beef, western		.22
resh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

urkeys—		Per lb.
Frozen, Young hens and toms	.34	- 36
" Old toms	.30	-.32
" Common to good	.20	-.25
Fresh killed	.30	-.32
roilers—		
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.36	-.40
Near-by, fresh killed, 2 to 4 lbs. per pair	.36	-.40
Frozen, 3 to 4 lbs. per pair	.35	-.38
oasting Chicks—		
Frozen, 4 to 5 lbs. each	.27	-.30
" 3 to 3½ lbs. each	.27	-.29
owls—		
Fresh killed, 4 to 5 lbs. each	.23	-.24
" 3 to 3½ lbs. each	.22	-.23
ld cocks	.17	-.18
ong Island Ducks, fresh killed	.22	-.23
quabs—		Per doz.
Prime, fancy, large	5.00	-5.50
Mixed	3.00	-4.00
Small and dark	2.00	-3.00

LIVE POULTRY.

pring Chicks—		Per lb.
1½ to 2 lbs. each	.28	-.30
Large	.28	-.30
owls	.20	-.21
ld cocks	....	-.14
ucks—		
Young	.17	-.18
Old	.14	-.15
urkeys	.24	-.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

ellies—	Per doz.
Ritter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,	1.20
Schimmel's, 8-oz. tumblers	.90
National, 16 oz., 2 doz	.90
" 3-lb. tins, net weight	2.20
reserves—	Per lb.
Schimmel's, pure, 12-oz. jars, 2 doz...per doz.	1.65
National, 30-lb. pails	.09¾
Southwark, 30-lb. pails	.07
ams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.45
Southwark, assorted, jars, 2 doz	.95
range Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.60
ruit Butters—	Per doz.
Apple, Southwark, 30 lbs. per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz. per case	1.67½
" Schimmel's, 30-lb. pails. per lb.	.07
" " 3-lb. slip cover tins, 1 doz. per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.25
" Mother Cook's, No. 14, 2 doz. doz.	.85
each, 30-lb. pails per lb.	.07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.18
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle		Per doz.
Mapleine Flavoring, ½ oz		.90
" 1 oz		1.75
" 2 oz		3.00
" 4 oz		5.25
" 8 oz		9.00
" pints		16.50
" quarts		30.00
" ½ gallons	each	5.00
" gallons	each	9.50
Sauer's Flovoring Extracts—		
No. 2, Lemon		.90
No. 2, Vanilla		.90
No. 2, Rose		1.20
No. 2, assorted		.90
No. 3, Lemon		1.25
No. 3, Vanilla		1.50
No. 4, Vanilla		2.25
No. 4, Lemon		2.00
No. 2, assorted cases	per gross	10.80
Nos. 2 and 4, assorted cases	"	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Vlolet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles," display cartons, 18 5c. pkgs		.50
" " half case, 6 cartons		2 85
" " full case, 12 cartons		5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.06
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls		2.50
" 180-lb. sacks		1.65
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz. per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.15

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

	Per gross
Vulcanol—	
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

	Per doz.
Orona Soap and Cleanser—	
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry....	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co....	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	4.05
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.70
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6¼ oz., 50 cakes per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz. box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes per gross	3.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Klrk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60

Swift & Co.—

Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.— Per box

Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾

Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04¼
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs. per case	3.60
Argo, 24 5c. pkgs per container	.92
Buffalo Powdered, bbls	3.10

Piel Bros.—

P. Bros., 40 1-lb. pkgs	.04½
" 20 1-lb. pkgs	.04¾
Hoosier, 40 1-lb. pkgs	.04¼
" 20 1-lb. pkgs	.04½
P. Bros. Pulverized bbls.	3.25
Hoosier Pulverized "	3.10

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03⅝
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

—27—

Piel Bros.—

P. Bros., 48 1-lb. cartons	4.25
" 48 3-lb. cartons	4.25
" 12 6-lb. cartons	5.25
Hoosier, 24 5c. cartons	.80
" 10 3-lb. cartons	3.45
" 50 lb. cartons	3.00
P. Bros., 50-lb. cartons	3.25

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs	per lb.	.06⅞
Weikel's, 24 pkgs	per doz.	.90
Bird Gravel—		
Red, 36 pkgs	per doz.	.95
Silver, 36 pkgs	"	.95
Bath Brick, 24 bricks	per box	1.00
Toothpicks, Eureka, 100 boxes	per case	1.80
" Saginaw, 3 doz	per doz.	1.38
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—		
Sticky	10 cartons	2.35
Tanglefoot	10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz	per doz.	.20
Poison	1 doz. sheets	.20
I-X-L Poison	50 envelopes	.60
Wire Fly Swatters, leather bound	per gross	3.85
Wax, white and yellow	per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch per lb.	.15

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery per cwt.	2.85

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½

Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40

Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65

Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz.
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per doz.
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per doz.
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb per 1000	1.30
" 2 lb. "	1.50

Clothes Pins.

5 gross per box	.65

Mops.

O-Cedar—	Per doz.
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz.
1, Extra fancy large grass	1.10
2, Marble	.90
3, Grass	.80
4, "	.80
5, "	.40
6, "	.90

Stove Brushes.

Wood Handles—	Per doz.
No. 34, fibre, strap handles	1.20

Shoe Brushes.

With Handles and Daubers—	Per doz.
No 0, All Mexican fibre	.90
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.80
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per doz.
7-in. Tampico	.40
No. 8, Family	.90
No. 8, Hustler	.90
No. 8, A	1.70
No. 10, A	2.10

Dusting Brushes.

No.	Per doz.
7X, 10c. size	.90
8, Gray, patent fibre	1.50
18, All horse hair	1.90
21, " white tipped	2.10

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	.40
Newsboy	.40
Old Honesty	.40
Piper Heidsick	.70
Spear Head	.40
Standard Navy	.30
Toddy	.30
Vinco	.30
Town Talk	.30

SMOKING TOBACCO.

	Per gl
Duke's Mixture	6.20
Greenback	6.00
Honest	6.40
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.80

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.00
Wild Rose, ⅓ gross	6.00
Omega	6.00
Union Leader	6.00
Red Man, ¼ gross	6.00

YEAST CAKES.

Magic, 1½ doz. pkgs per box	.50
Yeast Foam, 1½ doz "	.40

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, August 14, 1916. NO. 7

The retailer who yields to the temptation to gossip about one customer with another, is putting a knife at the throat of his business. Talking too much has killed more things than all the wars.

The Federal Trade Commission's Bookkeeping System for Retailers, Designed to Teach Them to Figure Costs and Thus Meet Competition More Intelligently.

Why Aren't American Food Product Manufacturers Taking Advantage of the Scarcity of the Imported? A Philadelphia Contributor's Remarkable Presentation.

The Campaign to Advertise Butter and Cheese Into Increased Consumption Begins. Statement of Dairymen's Expectations and a Copy of the First Advertisement.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @	$3.05	—5 boxes FREE, Net	$2.54
10 boxes @	3.05	—2 boxes FREE, Net	2.54
5 boxes @	3.10	—1 box FREE, Net	2.58
2½ boxes @	3.20	—½ box FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

Twelve Million Dollars

That's what it cost The Shredded Wheat Company to build up a "good will asset" and a consumer demand for

Shredded Wheat

It is now the best known breakfast cereal in the world, having a steadily increasing sale from year to year, making satisfied customers and good profits for the grocer. It is ready-cooked and ready-to-serve.



The Biscuit is packed in odorless spruce wood cases which may he easily sold for 10 or 15 cents, therehy adding to the grocer's profits.

Made only hy

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Makes No Difference

where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

TRY SOME AND YOU WILL ALWAYS USE THEM

SAMPLES FREE. NO OBLIGATION

Forbes Indexed Coupon Books

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

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Campaign Starts to Advertise Butter and Cheese Into Greater Consumption

National Dairy Council Expects Big Results From the $50,000 It Will Spend Teaching People Why They Should Eat Less Meat and More Dairy Products.

In a recent issue it was announced that the National Dairy Council was about to spend several thousand dollars in advertising the virtues of butter and cheese in national publications. This advertising has now started and the first page of it has appeared in the "Saturday Evening Post." A small reproduction of the advertisement appears herewith.



The National Dairy Council has made the following statement as to its expectations for this advertising:—

> The advertising in the "Saturday Evening Post" is the biggest thing that has ever happened in the dairy industry.
>
> It's the opening gun in our proposed three years' campaign to increase the consumption of dairy products.
>
> It's the first of a series of similar advertisements to be run all over the country. It is to be quickly followed by pages, half pages and quarter pages in the big city. Sunday newspapers, which will ring with the story of our products will teach the American people to drink and use more milk, to cat and cook with more cheese, to serve more ice cream.
>
> This one advertisement alone reaches 2,000,000 families.
>
> It will be read in every city, every town, every hamlet, in the country. It will reach nearly one-tenth of our entire population. Wherever it is read and convinces the reader that, for his own good, he should use more dairy products, he can immediately be supplied; for our goods are on sale everywhere.
>
> This fortunate condition makes ours the most unique and most quickly effective advertising campaign ever launched.
>
> These present advertisements are part of a preliminary campaign to reach the consumers of our goods, and at the same time demonstrate to the dairy industry just how the National Dairy Council proposes to accomplish its great plan of increasing the consumption of dairy products and thereby uplift and advance the whole dairy business.
>
> This plan has been worked out and approved by the best minds of the industry. Its sponsors are firmly convinced of its soundness, its practicality and its effectiveness. They have backed their conviction by furnishing the funds for a $50,000 "sample campaign" in the hope that all engaged in the business will recognize the importance and widespread benefits of this undertaking.
>
> This is our message to the American people:—
>
> "Over-eating is a national evil.
>
> "Gluttony kills more than the sword.
>
> "Food intoxication exacts a greater toll than alcohol.
>
> "The high cost of living is in fact the cost of high living.
>
> "Eat less. Live better. Live longer. Be healthier. Be stronger. Earn more. Spend less.
>
> "Use more dairy products."
>
> We need at least $750,000 for a three years' campaign. With this we can burn the evil of over-eating into the American mind, until every earner, every housewife, stops to think about it seriously and adops the best remedy—"more dairy products."
>
> With the national mind prepared to accept the new gospel of food temperance, we can drive home the virtues of dairy products.
>
> The proof of the food value, the healthfulness, the economy of dairy products is overwhelming.
>
> It's in hundreds of books and Government reports which the people do not read. It's attested by the world's greatest authorities, in whom the people have confidence. Advertising will convey it to them.
>
> The material at hand is enormous. The story is fascinating and lends itself to advertising as few others.
>
> In the presentation of these great truths lies the security, the advancement and complete prosperity of the dairy industry and your business.
>
> Shall these truths remain buried in libraries, in Government archives and unknown to but few, or are we going to carry them into every home, cash them and double dairying?

Written for the "Modern Merchant and Grocery World."

Why Aren't Our Manufacturers Taking Advantage of the Scarcity of Imported Food Products

A Philadelphia Contributor Sketches the Demoralization Foreign Food Products Which Sell Largely in T Country and Asks Why Our Own Manufacturers A Standing Idle When They Might Be Getting T Business for Themselves.

I was greatly interested in reading an article in the "Modern Merchant and Grocery World" recently concerning the opportunity which the war afforded the American manufacturers of food products to increase their business. This because of the falling off in the supply of imported food products, and the need of finding something to take their place.

I, too, have been struck by this thought, and also by the fact that the American manufacturers have made almost no effort to seize this opportunity.

Take sardines. I have no doubt that the trade have been advised through your paper that foreign sardines are almost out of the market. There are a few yet of the French, the Norwegian and the Portuguese, but not sufficient for the demand, and the price is enormous. American packers, with one exception, are making not the slightest effort to get any of this waiting trade for themselves. The one packer referred to is packing a small sardine in olive oil, to retail at about a dime. It is not the equal of the foreign sardine, in fact cannot pack sardines over here would be, but it is a very good stitute, and is getting a footh This is the sole instance that I k of where an American sar packer has done anything to p himself on account of the war.

There is a grade of heavy Eng syrup which sells quite largely this market. It is very scarce, has advanced so much as to be most prohibitive. On to-day's ket, retailers must get as much 30 cents for a small tin.

One would think that someb over here would bring out a s to take its place, but nobody done so, as far as my knowle goes.

Take orange marmalade and English jams. They are very l sellers in this country, but the t has become exceedingly dem

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery Wor
Attorney and Counselor at L
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Keystone, Race 746

ed. The English manufacturer hose orange marmalade sells most rgely in the United States has otten so he pays no attention to his merican orders. On account of bor troubles and the home war emand, he has no goods to ship ere, and if the war keeps on much nger we will have little or no imorted orange marmalade at all.

This marmalade is made from itter Seville oranges, and it is not robable that an article could be ade either from California or lorida oranges which would fill ie place of the foreign. But there no reason why the oranges could ot be brought over here from eville—we bring lemons from pain and her fruit conditions are ormal. All the raw material for ie English marmalade has to be aken over from Spain.

Nobody is paying the slightest atntion to this possibility.

English jams are even scarcer an marmalade, especially rasperry. Goods several years old are icking about the market, selling round 30 to 35 cents at retail, and ie rumor is there soon will be no ore.

The best raspberries and strawerries in the world are grown in is country, yet nobody has ever ried to make a jam after the Engsh fashion. The American raspérry jam is usually like dead sea shes in the mouth compared with he English. Yet with the same ruit there is no reason why we hould not make a jam that would ompare with the English.

The Florida possibilities for jam ave been sorely neglected. With o many oranges and grapefruit going to waste as do go to waste lown there every year, one would hink the raw material could almost e gotten for nothing. Still nobody as ever seriously attempted to tart in the jam business in Florida. Even the few products they make lown there, guava jelly, for intance, have been sold at prohibiive prices. A small tumbler of guava jelly, 30 cents. I understand hat one packer is about commencng to pack a guava jelly to retail t around 18 cents.

Foreign peas will this year also e conspicuous by their absence rom American markets. Many, in act most, French packers will pack one. Of course the Belgian packrs will pack none, and about the nly peas that will come here will e a few that Holland will pack.

Has anybody seen any American pea packer stirring himself to get any of this trade for himself? Now that the green color is eliminated from French peas, we can pack just as good peas—and as good-looking—as they can.

French mushrooms are almost prohibitive in price, French macaroni is coming along occasionally in such small lots as to amount to almost nothing, English firms like Crosse & Blackwell are three months behind in their orders, and altogether the situation in imported food products is in bad shape.

With most American manufacturers making not the slightest effort to take advantage of it. Is it not remarkable? H.

Philadelphia, Pa.,
August 10, 1916.

Proposed Freight Advance Will Mean Much to Shippers Who Have Sold California Products Delivered.

One Large Raisin Shipper Who Sold at a Price Delivered in Eastern Points Will Have to Lose $25,000 if the Advance Goes Into Effect September 1st.

Whether the proposed advance in freight rates from the Coast goes into effect September 1st, when it is announced to go into effect, or on January 1st, when the shippers want it to go into effect, is going to make a big difference to a number of shippers who have sold goods for delivery this fall at a delivered price.

One large shipper of dried fruits has sold several cars for delivery during the next few weeks at a price delivered in Eastern markets. He states that if the advance in freights goes into effect September 1st it will make a difference of $25,000 in his freight bills, all of which he will have to pay himself. There are a number of other shippers in the same boat, and not one of them remembered to protect himself against this contingency by inserting a clause in his contract that if freight rates advanced before delivery the buyer must pay the difference.

Hearings before the Interstate Commerce Commission, to decide when the advance will go into effect, will begin on Monday, August 14th. The Philadelphia Grocers' and Importers' Exchange will have representatives present to ask for a postponement.

Idle Money! A Net Loss

WHETHER your money is tied up in slow moving stock or is being used by those accounts you are forced to carry for six months or a year, it always represents **a percentage of actual loss.**

¶ Your capital has lost just that much earning capacity—it is not working for you, and idle capital is invariably a losing proposition. Not only are you losing the interest on that money, but also the legitimate profit it should produce in your business.

¶ The "Sperry" Service, through the national popularity of S. H. Green Stamps, offers two ways by which to **better your business standing and increase your average profits.**

¶ In the first place it will convert many of your charge accounts into cash business, and it will also show you a practical and economical way to move slow sellers—to turn over your stock quickly and to the best possible advantage.

¶ The introduction of our service will in no way alter your present policy of doing business if that policy is sound. It simply gives you the use of what is admitted to be the strongest selling appeal known to modern merchandising practice. **It places a premium on prompt payment at so low a cost to you that you can and will figure its introduction a valuable asset to your business.**

"THE STAMP THAT STAYS"

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H"

Here is the Federal Trade Commission's Bookkeeping System for Retailers

In Order to Teach Retailers to Know Their Costs, So That They May More Intelligently Meet Competition, the National Body Has Devised a Simple, But Complete Method by Which Retailers May Keep Their Books So as to Constantly be Informed as to Where They Stand.

[The Federal Trade Commission has found that the majority of retail merchants do not know accurately the cost of conducting their business for which reason they are unable to price their goods intelligently. There must be decided improvement in this direction before competition can be placed upon a sound basis and before we can expect a decrease in the heavy business death rate among retail merchants.

With the object of aiding retail merchants to improve their accounting methods, the Commission has outlined a simple system of accounts which provides for supplying the information necessary to properly direct a retail business. It was announced in a recent issue that this was being done and would shortly be issued. The Commission has sent a copy of the system to the "Modern Merchant and Grocery World" and requested its publication. Practically the entire system will be given, though only part of it can be published in this issue. The balance will appear next week.—Ed.]

The system of accounts outlined has been devised to meet the requirements of retail merchants. The aim has been to devise the least involved system which will give the information essential to successful management. The best system of accounts for any business is one which furnishes the information required with the least effort.

The value derived from an adequate system of accounts is obvious. The greatest value is that of making comparisons and analyzing differences. But before any fruitful comparison can be made between figures of different periods or between figures of different stores, it is absolutely necessary that the systems be uniform. With a uniform system of accounts in use, differences in items reflect differences in conditions, while without a uniform classification, differences in items may reflect only differences in accounting classification.

In order to maintain the simplicity of the system, no departmentalization of the accounts is provided for, but any concern operating distinct departments can readily adjust the system to show the results obtained in each department.

A merchant in order to price his goods properly must know his overhead expenses. With a proper arrangement of his accounts the percentage of overhead may be readily obtained. Goods not priced high enough to cover this percentage are actually sold at a loss. The most convenient way of arriving at the proper percentage to add to the first cost of goods for overhead is to use the average ratio of operating expenses to net sales covering a past period. For instance, if a merchant's annual sales for the last fiscal year were $25,000 and the expense of conducting his business was $5,000, his overhead was 20 per cent. By adding the desired percentage of profit on sales to this overhead percentage, and deducting from 100 gives the percentage of invoice cost to selling price. The invoice cost of an article divided by this percentage gives the selling price.

The rapidity of the turnover is a very important element in conducting a retail business. It is obvious that an increase in turnover goes hand in hand with an increase in profit. A slow turnover may be due to poorly selected stock, to overstocking, or to an inefficient selling organization. No effort should be spared to increase the turnover to its maximum. To ascertain the turnover divide the cost of goods sold during the year by the cost of the average stock carried.

BOOKS OF ACCOUNTS AND STATEMENTS.

To operate the system of accounts here outlined requires but four books of account, namely, journal, general cash book, invoice book and ledger. Sales tickets and credit tickets are used for recording sales and sales returns.

From these books certain statements, particularly a monthly summary of business, a profit and loss statement, and a balance sheet, should be prepared at definite periods in order to present the results in comprehensive form.

JOURNAL.

The ordinary two-column journal can be used. The opening entry is an inventory of the assets and liabilities.

The totals of the charge sales as shown by the charge tickets should be entered in the Journal, debiting Accounts Receivable, and crediting Sales. The totals of the credit tickets are also entered in the Journal, debiting Sales with returns and Sales Allowances with price concessions and crediting Accounts Receivable.

Transactions which do not go through either the Cash Book or Invoice Book should also be journalized. These entries comprise such items as notes receivable and payable, allowances or corrections of purchase invoices after entry in the Invoice Book, the various adjusting entries at the end of the month, and the closing entries at the end of the fiscal period.

Journal entries affecting trade customers' and trade creditors' accounts will also have to be posted, respectively, to Accounts Receivable account and Accounts Payable account.

GENERAL CASH BOOK.

This book is for recording all cash transactions. The left hand, or debit, side is for recording receipts, and columns should be headed as follows, in the order named: Date, Name of Account, Description, Ledger Folio or Lf, Collections on Accounts Receivable, Cash Sales, and General Accounts. The right hand, or credit, side is for recording payments, and these columns should be headed: Date, Name of Account, Description, Check No., Ledger Folio or LF, Discount on Purchases, Payments on Accounts Payable, and General Accounts.

The total cash receipts of each day should be deposited daily in bank and all payments should be made by check. The total of cash sales for the month should be checked against the total of cash sales tickets, and is then posted to the credit of "Sales," that of the "Collections on Accounts Receivable" to the credit of "Accounts Receivable account," and that of "Payments on Accounts Payable" to the debit of "Accounts Payable account." The total of the Discount on Purchases column is also posted to the debit of Accounts Payable.

All payments for expense items other than petty cash should be entered on the cash book as made and posted therefrom to the prop accounts. At the end of the mon all expense bills for the mon should be paid, so as to insure t expense being charged in proper month.

Petty cash disbursements, su as car tickets, telegrams, and su minor items for which it is not e pedient to draw checks, should handled as follows:—

A check should be drawn for amount sufficient to cover petty c bursements for a definite period. the end of the period the cash should prepare his petty cash sta ment, which should be supported vouchers, and a check drawn the exact amount of the statem thereby restoring the petty c fund to the original amount. T check should be entered in the c book in the regular way, charg the various expense accounts shown by the petty cash statem

The balance of the general c book at all times should check w the balance as shown by the ch book plus the amount advanced petty cash.

In the check book keep che and deposits footed separat When the bank book is balanc check up the bank list, then arrange the checks in numer order, and check with the stubs. any checks are outstanding, m them on the stub and deduct fr total of checks drawn; the ch book balance will then agree w the bank book balance.

INVOICE BOOK.

This book contains the record the invoices or purchases of m chandise only and should carry following headings: Date of En Date of Invoice, Number of voice, From Whom Purchased, A dress, Ledger Folio or LF, Amount of Invoice.

The postings are made di from this book into the Purch Ledger and the total at the end the month carried to the debit Merchandise Purchases and to credit of Accounts Payable.

Where the business is dep mentalized a more elaborate fo of Invoice Book should be us giving departmental subdivisions purchases.

SALES AND CREDIT TICKETS.

The use of sales and credit ti ets for recording sales and sa returns has become almost u versal.

(Continued on page 12.)

The New York Letter

ow Consumers Look at Stevens Bill. Pennsylvania Man Heads Jobbers' Educational Campaign. Gasoline at Last Goes Off. Market Summary.

ecial Correspondence of "Modern Merchant and Grocery World."

New York, August 11, 1916.

The National Trade Association as been making a canvass among e housewives of New York City order to learn what their attitude ould be towards the Stevens bill, hich would allow a manufacturer f trade-marked products to fix the holesale and retail selling price. he investigation was made by aymond B. Callahan, of New ork University. Four hundred tters were sent to married women f moderate means living in reater New York. Of these, 35 er cent. answered. The following uestions were submitted to all of iem:—

1. When you go to a grocery store and find two articles of similar nature for sale at the same price, one of which is a nationally advertised article and the other an unadvertised article, which article do you purchase?

2. When you find two articles of a similar nature for sale at different prices, the unadvertised article being priced lower than the advertised article, which do you buy?

3. Are you more inclined to purchase an advertised article when the retail price thereof is stated in the advertisement than when no price is stated?

4. Do you find that the advertised articles are better quality as a general rule than unadvertised articles selling at the same price?

5. When some nationally advertised grocery article which you use is advertised by the manufacturer as being on sale in retail stores at a certain price, and some grocery or department store offers the article for sale at less than the advertised price—

(a) Does it lower your estimation of the value of the advertised article?

(b) Do you continue to purchase the article at the place where you have been purchasing it, or do you go and purchase it at the store which offers the article at less than the standard price?

(c) Does the cut in the price cause you to increase your consumption of the article?

(d) If later the cut price is raised back to the standard price, do you stop using the article and use another brand in its place?

6. Do you find that stores which sell nationally advertised articles at less than the advertised price also sell other articles cheaper than the stores which do not cut the prices on advertised articles?

7. At which class of grocery stores, as classified below, do you purchase most of your groceries?

(a) Small grocery store in your neighborhood?

(b) Large retail grocery store (as Park & Tilford or Acker, Merrall & Condit Co.).

(c) Chain grocery store (as Butler stores, Daniel Reeves stores, Atlantic and Pacific Tea Co. stores, Gristede Bros. stores, Parker stores and the Roylston stores)?

(d) Department stores handling groceries (as Macy's, Greenhut's and Abraham & Straus)?

8. Do you believe that the manufacturers of articles which they put out under a trade name (as "Sapolio," "Uneeda," "Beech-Nut," "Sunshine," "Force," etc.), should be empowered by national law to designate the price which the retailer must charge you for the article?

The answers cannot be stated in full, but the conclusions reached by the investigator, based upon the answers, are as follows:—

Lower price is not as strong a weapon, when used to wean the public's patronage from an extensively advertised product to an unadvertised product, as has generally been supposed.

Stating the retail selling price of an article in the manufacturer's advertisement to the general public tends to stimulate the sale of that article to a greater extent than would be the case if the retail price were not stated in the advertisement.

Price cutting by retailers, selling an article below the "standard price," increases the general public's consumption of the article which is being sold below the standard price.

Cutting the standard price of a well-known article diminishes the number of units of that article sold by stores which do not cut the price, and to a more than proportionate extent increases the number of units of that article sold by stores which do cut the price of the article.

Some stores make "leaders" by cutting prices only on trade-marked articles; other stores cut prices indiscriminately on all articles, whether trade-marked or not.

Three-fourths of that class of people which purchase most of the groceries in New York City, namely, the housewives, do not favor any legislation which would grant manufacturers of trade-marked articles the right to designate the retail price at which retail dealers must sell those articles to the general public.

* * *

The president of the National Wholesale Grocers' Association has announced the appointment of Mr. Arjay Davies, of the H. G. Tombler Grocery Co., Easton, Pa., as general chairman of the National Educational Committee. The president has divided the work of the committee into six departments, as follows: Education of the Jobber; Co-operation with Retail Grocers; Cost Research and Statistical; Food Geography; Food Encyclopedia; Fire

(Continued on page 14)

Merit—Advertising—Sales

These three words form the magic, triple reason for the established success of

Grape-Nuts

FOOD



Unquestionable merit and heavy, continuous advertising have developed and maintained an already large and constantly increasing demand. This means a larger volume of net profit to dealers each year.

Grape-Nuts requires small shelf-space, modest investment, shows no waste, and carries no risk—**the sale of every package is guaranteed.**

POSTUM CEREAL CO., LTD., BATTLE CREEK, MICH.

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

WITH THE EDITOR

Taxing Competition We Can't Meet.

A cry which I am beginning to hear with increasing frequency, and which impresses me more each time I hear it with being both cowardly and weak, is the cry to tax competition which we can't meet. You see it and you hear it everywhere, especially about chain stores. One man suggested the other day that a special tax should be imposed on the chain stores in this way: that a concern with a chain of stores should pay so much for No. 1 store, twice as much for No. 2, three times as much for No. 3, and so on until of course the chain with several hundred stores would be swamped under a burden of tax and thus destroyed.

What was the basis of the argument for this sort of tax? That it was illegitimate to own more than one store? That it was a menace to the public? No; it was because chain stores are a nuisance to the individual retailer—which they undoubtedly are—and that they present a form of competition which the individual retailer can't meet. In a word, I am up against competition which I cannot meet and live—kill it for me by taxation.

As well tax all the beautiful women at the instance of the ugly women, who cannot meet their competition; or all the brilliant and successful lawyers at the instance of the stupid and unsuccessful ones, who cannot meet their competition, or tax *anybody* who by reason of superior attainments in any direction outdistances somebody else.

Equality in business is totally unattainable, and a thousand tax laws will not bring it one step nearer.

Let Public Business Wait.

Elsewhere in this issue it is reported in a Washington Dispatch that the Stevens bill, which would give manufacturers of trade-marked merchandise the right to fix the wholesale and retail selling price, would not be considered at the present session. In the fall the Committee on Interstate and Foreign Commerce will "set a date for more hearings." Congressman Dan V. Stephens, who is in charge of the bill, so writes to the American Fair Trade League.

I have seen a copy of Mr. Stephens letter and it contains something which I feel constrained to mention. After giving the League reasons for not holding any more hearings on the bill now, the letter goes on:—

> In addition to this, Judge Adamson (chairman Interstate and Foreign Commerce Committee) *is in the midst of his primary campaign and these hearings would swamp his office with correspondence that would greatly harass and annoy him.* He is perfectly willing to give us a hearing whenever we want it when we come back here after the summer vacation.

Public business, for which Judge Adamson is elected and paid, must wait because he is in the midst of his primary campaign! This of course means his campaign for re-election. It would be too bad to harass and annoy the Judge with correspondence about public business, even though he is taking the public money to attend to it, while he is engrossed with his private business. Truly, these noble public servants are a joke!

Motor Cars as Dead-Beat Makers.

We hear a great deal about what the automobile has done to open up the country, listen to what it has done to the retail trade of Kansas, as told by the State secretary, who has just launched the idea of a State-wide dead beat department:—

> We found that many persons who did not pay their bills at one town had purchased motor cars, and it was easy for them to drive a few miles further and open a new account, and when they had reached the limit they would drive a few miles further in another direction and open another account.
>
> We discovered some surprising facts about the citizens of our State when the merchants of the five counties organized the central bureau. We found, in some cases, as many as eleven merchants carrying the accounts of the same man, and he had never paid but little, if any, on any account.
>
> When the merchant got to the point where he was forced to refuse credit the customer simply drove his motor car a few more miles and became the customer of another merchant. It is a new business condition brought about entirely by the motor car.

There is nothing in existence now, in any State that I know of, to prevent an adroit and ingenious dead beat from living off the fat of the land without paying a cent for it. He will find it harder to do it in some States than in others, and he may even have to move occasionally, but it can to-day be done practically everywhere. It would take pretty close affiliation among the retailers of a State, or of a county or city, to prevent this, and it is a question if it could ever be eliminated anything like altogether. But it could be very greatly duced. A State-wide dead beat —if kept up to date—would hel lot, and of course the cash syst would settle the whole thing.

The Butter and Cheese Advertising.

The National Dairy Council started to spend its $50,000 to vertise butt cheese and ot dairy produ into greater c sumption. It is going into nati ally circulated mediums with la spaces, and very probably the vertising will be seen and read.

But will it sell more cheese butter? I can't see how. W a campaign like this starts, I am pressed by the tremendous vag ness of it. The argument is general that it is an argument nothing in particular. Eat m cheese. What cheese? There score of kinds and a million bra Some are good, some are po The Sunkist orange campaign s ceeded because it was a solicitat for a particular identified brand

The National Canners' Asso tion spent about the same sum few years ago to advertise "can goods" into increased consumpti The scheme completely failed. I ferent reasons were given why failed, but my reason was the that the advertising, being tied nothing, dissipated itself into air.

If the National Dairy Cou had a brand of cheese and a bra of butter, its advertising would more good in a week than its branded advertising can do in whole three years it is supposed run.

Pennsylvania Organization Notes.

The Business Men's Association of Royersford will give a community picnic on August 24th. It will be a general holiday for the town and all stores will be closed.

* * *

The Barnesboro Association has arranged to provide a swimming pool in the public playgrounds of the town.

* * *

Preparations have been completed for the annual convention at Bradford. All indications point to a record breaking attendance.

* * *

Manheim merchants closed their stores on August 8th, the occasion being the union labor men's picnic.

* * *

Mr. Smedley attended the New York State Retail Grocers' convention at Ithaca last week.

* * *

The Business Men's League of Manheim have planned an automobile outing for Wednesday, August 16th. They will travel about 90 miles, visiting the following towns: Lebanon, Annville, Palmyra, Hershey, Harrisburg, Middletown, Elizabethtown and Mt. Joy.

AMONG THE TRADE.

The Philadelphia Retail Grocers Association held its annual picnic at Willow Grove last Wednesday, the day being probably the most beautiful of the entire summer. The attendance was heavy. Athletic events were the chief attraction, races, football contests for women, a baseball game and a baby sh being the principal events. prizes were various grocery pr ucts. The committee in charge as follows: Albert Kaiser, O. Patterson, Reno Schoch, Francis Farley, William N. Ross, chairm of the Executive Committee; H. Marshall, Committee on Gene Arrangements; William Dougla Sports Committee; C. K. Dewe baseball, and H. W. Fisher, pa amusements.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Asbestos Appliances, etc.

Frankfort, Ky., Aug. 8, 1916.
the Editor.

Dear Sir:—Will you kindly advise me of the address of a company making various utensils, mats, etc., of asbestos, also one that manufacturers heavy paraffine paper.

Yours very truly,
J. C. TAYLOR.

For asbestos appliances, Magnesia Covering Co., 1927-29 Market street, Philadelphia.

For paraffine paper, The Hamerschlag Mfg. Co., Widener Bldg., Philadelphia.

* * *

Waste Paper to Sell.

Elizabeth, Pa., Aug. 9, 1916.
the Editor.

Dear Sir:—Please furnish us with the address of some firms that buy waste paper. We have just recently bought a paper baler and now we have enough to make a shipment as soon as we find a buyer.

Thanking you in advance for the information, we are,

Respectfully yours,
M. MARRACCINI & Co.

Charles Goldman, 731 Walnut street, Philadelphia, or J. I. Lenhart, 236 North Delaware avenue, Philadelphia.

* * *

Various Queries Answered.

Fayette City, Pa., Aug. 7, 1916.
To the Editor.

Dear Sir:—1—Kindly advise us at once if you can connect us with some person on a farm that sells eggs at a low price, as we heard that eggs are selling at a low price in Waynesburg, Pa.

2—Also let us know where we could purchase from a house at a low price in order to meet cash grocery prices.

M. SANBERG.

1.—In the Post Office Department's list of mail-order egg dealers, which we published June 16th last, no name appears in Waynesburg.

2—Correspond with the Caplan Grocery Co., of Pittsburgh, Pa.

* * *

Want to Systematize Their Business.

Glassport, Pa., Aug. 8, 1916.
To the Editor.

Dear Sir:—You had a little article on bookkeeping in your valuable paper recently and for further information you referred us to one of the colleges.

We would like to systemize our business so as to know accurately our standing monthly. We are doing a business of $3,000 a month. We have a 160 McCaskey register for keeping track of our credit accounts.

Hoping you will favor us with some additional information, we remain, Yours truly,
J. PAPERNICK & SONS.

Read carefully the bookkeeping system for retailers published in part in this issue; that should give you exactly what you want.

Remarkable Falling Off in Failures in July.

General Stores Show Only About Half of July 1915 and Lowest Record for Five Years. Other Lines Also Show Sharp Reductions.

We have received the Dun report of the July failures in all of the principal commercial lines. They all show a decided falling off as compared with July, 1915.

The figures are as follows:—

General Stores.—July, 1916, 72; liabilities, $372,417; July, 1915, 141; liabilities, $767,983 (this is a falling off of almost 50 per cent. and is the lowest record in five years).

Groceries.—July, 1916, 257; liabilities, $861,856; July, 1915, 300; liabilities, $1,108,908.

Clothing and Furnishing.—July, 1916, 67; liabilities, $699,024; July, 1915, 136; liabilities, $956,765.

Dry Goods.—July, 1916, 42; liabilities, $492,245; July, 1915, 80; liabilities, $490,253.

Shoes.—July, 1916, 25; liabilities, $156,912; July, 1915, 41; liabilities, $237,331.

Hardware.—July, 1916, 28; liabilities, $460,946: July, 1915, 33; liabilities, $282,017.

Any retailer who sells any and all advertised goods, without discrimination, is foolish. Undoubtedly some such goods have become, for various reasons, unprofitable merchandise, and the thing for him to do is to pick and choose.

If he will do that, he will be selling the best and most profitable merchandise in the world.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

Massachusetts Senator Attacks Westfield Plan as Advertising Scheme

Most Scathing Indictment of the Whole Scheme is Laid Before the Federal Trade Commission, Which is Asked to Act. Claim Made That the Westfield Board of Health and Prof. Allyn Are Both Being Exploited by New York Publisher. No Real Useful Food Standards at All.

The most savage attack which has ever been made upon the Westfield plan of standardizing food products has just been made in a letter sent by Senator John F. Sheehan, of Holyoke, Mass., to the Federal Trade Commission, complaining of the whole Westfield enterprise as an advertising scheme verging on the fraudulent.

In a recent issue the substance of another attack on the Westfield plan by the American Chemical Society was published, and a full history of the scheme was then given. Senator Sheehan's letter also explains the plan and how it has been exploited. We reproduce the following extracts:—

Copy.

THE COMMONWEALTH OF MASSACHUSETTS,

Senate Chamber, Boston.

To the Honorable, the Federal Trade Commission, Washington, D. C.

Gentlemen:—Your attention is respectfully invited to the following statement. Severe criticism reflecting upon the administration of local Boards of Health of this State having recently appeared here, it becomes my duty, as Senator of the Second Hampden District of the Commonwealth, to institute inquiries to ascertain in how far such criticisms applied to the four Boards of Health in my district, among which is that of Westfield, Mass. My investigations, relative to the Board of Health of Westfield, indicate that one serious condition exists therewith which is beyond State control. Assuming it to be within the jurisdiction of your Honorable Commission, the facts are brought to your notice as a matter of public duty.

Within the past few years public notice has been taken of what seemed to be an authentic list of so-called pure foods alleged to have been approved and indorsed by the Westfield, Mass., Board of Health. Nation wide publicity has been given to this list through prominent New York publications, both in advertising and editorial columns, and these have referred back to thousands of examinations made by this Board of Health or Lewis B. Allyn, before the purity of the listed foods could be finally determined; the list has been printed and many thousands of copies circulated for pay, or otherwise; other Westfield literature makes alluring claims to the superiority of the foods listed in its name and an attractive picture is established for the careful housewife. The representations made have impressed my own constituents, and no doubt influence their selection of food products accordingly.

I now feel that instead of being the disinterested public spirited movement, which the public believes it to be, this Westfield proposition, from first to last, is a huge advertising scheme, supported by private interests, that it is without an element of public service, and has no basis of scientific truth.

In support of my own observations and conclusions as to the character of this so-called Westfield Standard, I quote as follows from a statement furnished me, in my official capacity, by an official of this Commonwealth:—

> The Board of Health of Westfield is engaged in activities outside of its statutory functions. In its annual report of 1913, this Board published an alleged standard for foods, and special reports have been published and are still being circulated containing lists of foods claimed to have been examined and passed as conforming to this standard. * * *
>
> The reports made by the chemist of this Board, Lewis B. Allyn, refer to the large amount of work done by the Board because of the examination and the determination of the admission of food articles to these lists. Other literature shows that a large number of these lists have been distributed or sold for cash, the claims varying from many thousands to nearly 1,000,000 copies so distributed. Other literature claims that these lists contain practically all food products that are pure, clean and wholesome, which naturally implies that practically all food products have been examined by this Board and that those not listed are not pure, clean and wholesome. The facts and information show that this so-called Westfield Standard is only a name given to a preferred list of foods. The foods so listed have not been examined, as is represented, by any scientific test by the Westfield Board of Health. The method adopted for listing these foods will be diclosed later.
>
> The Westfield Board of Trade has neither the laboratory facilities nor the employees qualified to make the necessary examinations nor the money with which to carry out the extensive investigations which should be made in order to ascertain that all the food articles listed comply with the requirements of the alleged standard. It could not have made the necessary investigations to certify that all the foods in the list were "packed and sold under sanitary conditions," for such investigations would have cost millions of dollars and this Board with its three members and six employees spends only about $7,000 per annum.
>
> There is unmistakable evidence that the Westfield Board of Health has allowed itself to be commercialized for a money making scheme. Lewis B. Allyn, the chemist of the Board, is also employed in a private laboratory operated by a New York publication with advertising space for sale. He acts as the chemist and food editor of this publication. The name of the Westfield Board of Health furnishes the official prestige for the articles advertised under this system. A letter was written by this publication making a proposition to an advertiser in which the indorsement of Mr. Allyn and the Westfield Board of Health is the consideration offered, and advertisements have appeared showing that official indorsements have been obtained from this Board for certain food articles advertised in the publication.
>
> This alleged standard is of unusual character as it excludes from food substances found not to be unwholesome in food, and it contradicts official standards of purity established by the United States Department of Agriculture and recognized by every State in the Union as authoritative. This standard seems designed to select for exclusion from the list foods containing certain substances which have been matters of trade controversy among sharply competing manufacturers. By this process of elimination one class of manufacturers has been favored to the exclusion of the other class and a gigantic advertising propaganda has been developed, supported by the favored class, made valuable and impressive because the name of the Westfield Board of Health is used in association with the enterprise, and which would be utterly useless without the prestige which goes with the name.
>
> This advertising scheme found its way into a syndicated list of some ninety newspapers throughout the country, where it was run for about twenty-six weeks, and this false doctrine spread accordingly.
>
> The American Chemical Society, at its meeting last month, unanimously reported on this Westfield proposition as among those movements which are "altogether wrong in principle and opposed to the best interest of the public," one reason being because "almost without exception profiting financially by means of advertising is directly connected in one way or another with such campaigns. The movements are, therefore, not disinterested."

A member of the committee of the American Chemical Society, which investigated this Westfield Standard, states that the Westfield laboratory, in which the public is told that thousands of elaborate tests have been made, "does not exceed 20 x 25 feet in size and part of this space is used for desks and records and clerical work." This is the laboratory; the McClure publications is its proprietor; Lewis B. Allyn (chemist of the town) is its employee and out of this combination comes the absurd claims, both in the reading and advertising columns, of the McClure publications, that the standards herein established are actually higher than either the National or State government—an alleged official standard backed by private enterprise.

Evidence in support of the above statement is at your disposal. There is further evidence, taken by the Commonwealth, and also at your disposal which seriously impeaches the professional ability of Lewis B. Allyn to determine any question of food value or purity—a vital fact in this connection because the whole miserable business of deception of the American public through newspaper advertising of the "Westfield Standard" or "Westfield Movement" is based upon the supposed integrity of the chemical examinations behind the claims made for that standard. Duty demands a correction of this deplorable evil of trading, through deceptive practices, to excite fear on matters of food consumption in its relation to health, and I ask your careful and immediate consideration of the foregoing.

Very respectfully,

(Signed) JOHN F. SHEEHAN,
Second Hampden Senatorial District.

The Federal Trade Commissi is reported to be making an i vestigation into the scheme, thou there is some question as to how can very well act, even though should find all of Senator Sheeha statements justified.

House Passes Bill Standardizing S of Fruit Baskets.

The House of Representatives passed the bill designed to standard the climax basket for grapes. T measure will be sent to the Senate i mediately in the hope that it may crowded through some dull moment fore the adjournment of the session Congress. As passed by the House bill designs to accomplish two purpos first, to fix the standard for climax b kets for grapes and other fruits a vegetables and, secondly, to fix standa for baskets and other containers small fruits, berries and vegetab The climax basket is the name of standard basket which has been g erally used by the grape growers of country. This basket is not manuf tured by any given manufacturer, is generally known by the term "clim basket." Up to this time this bas has not been standardized as to si and for that reason those grape gro ers who are pursuing a legitimate dustry, and who are honestly ende oring to give their customers f measurements, are suffering consid able loss because of another class grape merchants, who are selling same commodity in baskets which t call climax baskets, but which, in fa are smaller in capacity than the bas generally known to the trade as climax basket. The second purpose the bill is to standardize baskets a other containers which differ from climax baskets, so as to insure hone in the fruit, berry and vegetable bu ness when resort is had to a differ basket as the container. The requ for a standard smaller basket for b ries, etc., comes largely from the Sou and Middle West.

The Grocery Markets

Tea.

The tea market shows absolutely change from a week ago. The nand is still comparatively light l by reason of this most holders still willing to make occasional ıcessions. New tea is figuring to ne extent in the market, and re will probably be no important ınge until the demand improves. e undertone of the market is ady to firm.

Coffee.

The market for all desirable ıdes of Rio and Santos coffee ›ws a slight fractional improve- nt for the week. The Brazil vs is somewhat irregular but ›ws little change as compared h last week. The demand for azil coffees is still comparatively ht. Mild coffees are unchanged price and in comparatively small nand. Java and Mocha un- ınged.

Sugar.

The sugar market has become ısiderably demoralized during the ek. Sales of raws have been de as low as 5¾ cents, which is ecline of about ⅝ from the high- point. All holders of raws will sell at that figure, but the mar- is practically not above 6.02 ›where. The refined market has ıe to pieces during the week, al- ugh it has recovered somewhat. ne of the New York refiners cut prices of granulated to 7 cents, ers dropped to 7.35 and still ers to 7.25. At this writing the ent price has disappeared and present price ranges from 7.25 7.35. Demand is still light.

Syrup and Molasses.

Glucose has shown no change for week, but is not unlikely to ad- ıce again if corn continues as n as it is now. Compound syrup very dull at ruling quotations. gar syrup and molasses are un- ınged and dull.

Fish.

The market for shore mackerel s advanced again on account of rcity, and some holders are now ing $24 per barrel. This is a y high price, in fact not far from ce what it ought to be at this son. Buyers are taking mack- erel as they need them, but are not enthusiastic. Irish and Norway mackerel situation is unchanged. The new price has been named on cod, about 3 cents per pound above normal. Scarcity is the rea- son given. Hake and haddock will probably rule at about the same parity above normal. Domestic and imported sardines are all un- changed and in moderate demand. No prices have been named as yet on new Alaska salmon, but will be in a short time. It is expected that pinks will open at 92½ to 95 cents and reds around $1.60. Of course, this is mere speculation. Last year pinks opened at 65 cents, at least they were reduced to that shortly after the opening, and reds also opened at considerably less than the expected price this year. The pack of Alaska salmon is from 20 to 30 per cent. short. England has bought about twice as much as usual sub- ject to the opening price. If she confirms, it will make a steady to firm market on this side throughout the season, particularly as sockeye salmon is this year being packed in very small quantities.

Canned Goods.

The tomato market is not materi- ally changed from last week; 1915 pack can be bought at 90 cents de- livered. New goods are quoted at 85 cents f. o. b. factory and goods for later delivery at about 82½ cents f. o. b. factory. The pack still looks good. If nothing interferes with it it will probably be large. The Wisconsin and New York pea packs are about over and will very likely average about 25 per cent. short. Corn is still steady to firm; fair demand. Apples are looking up a little and are now quoted at $2.25 for New York State gallons in a large way. This is an advance of about 15 cents. California canned goods show no change. There has been a rather good de- mand in order to avoid the expected advance in freight rates on Septem- ber 1st. It is not certain, however, whether the advance will take place then or later, as hearings are to be held on the subject beginning with the coming month. Small Eastern staple canned goods show no change. String beans are short everywhere, and so are cherries, as has previously been reported. There has been a large absorption of the current pack of canned goods and people are beginning to predict that early next year it will take some scratching to get hold of much.

Dried Fruits.

Prunes are unchanged at the de- cline reported last week, demand being quite light. Peaches, apri- cots, raisins and currants are all un- changed and practically neglected.

Beans and Peas.

The market for pea beans has dropped to $5.50 per bushel in a large way. The demand has been and still is extremely light. Few people would believe the tremendous decline in the demand for beans which set in the minute the market reached the recent high price. Mar- rows range from $5.50 to $5.75 per bushel in a large way. As for limas, they are being sold from second hands on spot at about ¼ cent be- low the price to come forward, which is about 7¼ cents a pound in a large way. Green and Scotch peas are unchanged but firm.

Butter.

There is an active consumptive demand for all grades of butter, and the market is firm at an advance of 1 cent. A large percentage of the arrivals shows the effects of the heat and is sold below the market. The percentage of fine butter is now very small. Print butter is very scarce and firm at full quotations. Continued firmness is the outlook.

Eggs.

The egg market is very firm at an advance of from 1 to 2 cents per dozen. Good eggs are extremely scarce on account of the effects of the heat on shipments. For some time there will probably be a light supply and continued high prices.

Cheese.

The cheese market is firm at an advance of ¼ to ½ cent, with a very good consumptive demand. Exporters are reported to be buying very largely and the receipts are ab- sorbed on arrival. Future depends upon the export trade very largely, as the consumptive demand is about normal.

Provisions.

All cuts of smoked meats are firm and unchanged, with a good con- sumptive demand. Pure and com- pound lard are firm, and if there is any change there will probably be a slight advance. Barreled pork, dried beef and canned meats are all unchanged and in normal consump- tive demand, but dried beef is ex- tremely high, and practically all meat products are scarce and in the same condition.

INDIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

With the exceedingly hot weather pre- vailing all over this country during last week, any particular movement in the salt fish business was, of course, entirely out of the question.

Imported oil sardines are selling in the same hand-to-mouth way, and would be selling very much better if prices were not so extraordinarily high. Our people in France report a very moderate catch of very large fish, which are not at all suitable for the American market. In Portugal they are getting just a few fish, not enough to affect the market one way or the other, and prices remain high. In Norway they are getting some splendid little summer fish and are mak- ing them into smoked sardines and sell- ing them as fast as they are mak- ing them at such enormously high prices that if we import the goods here we have to sell them either at cost or even below to make them move at all.

STROHMEYER & ARPE CO.
New York.

Spices.

The market is fairly active, though only in a routine way. Changes have been few during the week. Our market at present is without a doubt the cheap- est of all the world's markets for spices, seeds and herbs. This position may be changed at any time.

Pepper.—Fairly steady. Crops are no doubt short. Supplies in first hands are small. Any unusual demand will have a tendency to advance prices.

Red Peppers.—In fairly active de- mand, at generally unchanged prices.

Cloves.—Are higher for fall shipment from Zanzibar. The demand here is on the increase.

Pimento (Allspice).—Unchanged and rather dull.

Nutmegs.—Are now in fairly active request. Prices are somewhat easier.

Cassias.—Saigon in fairly active de- mand. Batavia is dull and easier. China grades are unsettled and in fair demand.

Gingers.—Spot goods are low. Crops are reported short. Present prices we consider cheap and likely to go higher.

Green Ginger Root.—Demand is fair. Present values are likely to be main- tained for the next two or three weeks.

Tapiocas.—Dull at present. Prices are unchanged.

Paprikas.—Jobbing orders are coming along fairly well. There is no big de- mand at present. Prices are unchanged.

Seeds, Herbs, Etc.—Seeds, especially mustard and caraway, are a little lower. Celery is now beginning to move in a satisfactory way. Herbs are scarce and high prices may be expected during Sep- tember and October.

McCORMICK & CO.
Baltimore, Md.

Foreign Grocery Specialties.

Italian olive oil has taken a sudden rise. Our agents in Italy cable a strong- ly advancing market, but we anticipated this for some time past. The demand for pure olive oil has been exceptionally good and continues so all over the country, and olive oil has been one of the commodities that has really shown very little advance, if any. One must take into consideration also that the de- mand for pure olive oil has increased very materially in this country since prices for cotton oil and other substitute oils have been so high.

One of our principal packers of peas in France writes that he will be unable to pack any of these goods this season, owing to the scarcity of labor.

Japanese crab meat selling exceedingly well and prices are tending higher.

Spanish red peppers (pimentos) continue rather scarce and high in price.

Garlic.—In only fair demand, with prices unchanged and rather in buyers' favor, owing to the lower market in Italy. Still, Italian asking prices are above New York parity.

Business in general is very good considering the scarcity and high prices for all imported foodstuffs.

STROHMEYER & ARPE CO.
New York.

—

Rice.

There still exists radical differences of opinion as to the outlook for business, and even those views which are regarded the most reliable do not seem to foretell very clearly the conditions expected to prevail as we approach the fall season. Of course, this is quite natural when it is considered that we are just coming into the harvesting period Everything depends on the final outcome of the new crop—as to quality and yield. At the present time this market is practically featureless and devoid of interest, the offerings are of all grades of Honduras and Blue Rose and those qualities which are in evidence are held firm, as the lateness of the crop here has had a stiffening influence upon holders who feel confident that prices will continue strong because of the comparatively light carry over.

Advices from the South along the Atlantic coast note quiet conditions, with few offerings.

At New Orleans the market is very strong. New crop offered in limited quantities and commanding high prices. Blue Rose also holds firm, with few offerings. Japans continue very scarce. With favorable weather heavy receipts of "new crop" are expected during this week.

In the Interior, Southwest Louisiana, Texas and Arkansas, advices on the growing crop are very satisfactory and harvesting is anticipated in two or three weeks. D. TALMAGE'S SONS CO.
New York and New Orleans.

—

Salmon.

Heavy foreign demand continues, buyers paying for Red Alaska talls $1.60 and higher, pinks 90 to 95 cents. Early chums are selling domestic at 80 to 85 cents.

As freight rates advance 25 cents per 100 pounds on September 1st, the call for August shipment is greater than the supply. Red Alaska salmon is short, but how much short no one seems to know. The total sockeye pack to date is considered less than 35,000 cases sockeye halves. Some sales of sockeye halves are reported around $1.40.

BRADY & CO.
Seattle, Wash.

HERE IS THE FEDERAL TRADE COMMISSION'S BOOKKEEPING SYSTEM FOR RETAILERS

(Continued from page 6.)

A sales ticket must be made out for every sale and the daily total of these gives the sales for the day. The cash sales tickets are checked against the cash received and the charge tickets go to the bookkeeper. Credit tickets must be made out for credits to customers and these likewise go to the bookkeeper.

LEDGER.

The accounts in the ledger should be arranged in the following order:

1. General accounts,
2. Accounts with trade creditors,
3. Accounts with trade debtors,

allotting to each class such space in the ledger as may be necessary.

The general accounts should be arranged in logical order. (See arrangement of accounts.)

Accounts with trade creditors and with trade debtors should be arranged alphabetically, using preferably a loose leaf ledger.

Where the volume of business permits, it is advisable to use three ledgers, a general ledger, a purchase ledger, and a sales ledger, keeping controlling accounts of the purchase ledger and the sales ledger in the general ledger.

Where only one ledger is used it should be divided into three sections corresponding with the above.

The balances of the purchase ledger and of the sales ledger, or of these sections of the ledger if only one book is used, must agree with the balances of the Accounts Payable account and of the Accounts Receivable account. The advantage of these controlling accounts is that the aggregate of accounts payable and of accounts receivable can be had at any time without listing the balances of the individual accounts.

Customers are charged with goods purchased direct from the charge tickets. These tickets are first listed, then turned over to the bookkeeper, who posts them to the debit of the proper accounts; listing the amounts as he posts, then comparing his total with that of the first list, which must agree. Credit entries for allowances, reductions, cash discounts, or returned goods, are made from credit tickets in exactly the same manner.

Posting to the ledger therefore must come from one of four sources—the cash book, the journal, the invoice book, or the sales and credit tickets.

MONTHLY SUMMARY OF BUSINESS.

This record, Form A, will be found very useful for monthly and yearly comparisons of expenses and ratios. It is arranged with colum for sales, both cash and credit a total, and for the various expens of the business. The figures this statement are taken from t ledger.

Each month the figures for th month should be added to the pr vious total so that the record w give the totals from the first of t year to date as well as the month totals.

PROFIT AND LOSS STATEMENT.

The amounts for making up th statement, Form B, can be had fro the ledger and from the trial b ance. It is made up at such tim as the inventory is taken. physical inventory should be tak at least once a year. The ba should be cost with conservative d duction for obsolete and shelf-wo goods. The inventory at the b ginning of the period is, of cours that brought down from the end the last period.

When monthly profit and lo statements are desired, and whe the percentage of overhead a profit is known, the approxima cost of the goods sold can be a rived at in the following manne Deduct the percentage of overhe and profit from 100 and multip by the amount of the net sales; t result will be the cost of the goo sold, which, when deducted fro net sales, will give the approxima gross profit on sales.

If desired, the difference betwe the values placed on the invento and the actual cost of same can shown on the statement. Show t

MONTHLY SUMMARY OF BUSINESS, 1916.

	Net Sales.			Buying expense.		Selling expense.			Delivery expense.		General expense.							Total Expense.	Per cent of Net Sales.
	Credit.	Cash.	Total.	Salaries and Wages of Buying Force.	Miscellaneous Buying Expense.	Salaries and Wages of Sales Force.	Advertising.	Miscellaneous Selling Expense.	Salaries and Wages of Delivery Force.	Miscellaneous Delivery Expense.	Management and Office Salaries.	Office Supplies and Expense.	Insurance on Stock and Store Equipment.	Taxes on Stock and Store Equipment.	Losses from Bad Debts.	Miscellaneous General Expense.	Rent.		
Jan.	$3,356.31	$1,301.65	$4,657.96	$25.00	$14.00	$177.33	$30.00	$3.75	$102.67	$8.08	$269.00	$22.03	$1.61	$2.50	$33.56	$26.79	$71.25	$787.57	16.9
Feb.																			
Mar.																			
Apr.																			
May.																			
June.																			
July.																			
Aug.																			
Sept.																			
Oct.																			
Nov.																			
Dec.																			
Total,																			
Per cent of Net Sales.																			

FORM A.

ctual cost of inventory and then ıe deduction under the title "Stock epreciation," carrying the net for- ard as illustrated. While this is ot necessary it is valuable infor- ıation and this method is recom- ended.

The total net profit as shown by e statement is that carried to the edit of the proprietor's account in e ledger.

BALANCE SHEET.

Ledger accounts should be kept the double entry principle with l real (asset and liability) ac- unts, as well as with all nominal rofit and loss) accounts. A Bal- ıce Sheet of the same date as the

PROFIT AND LOSS STATEMENT, JAN. 31, 1916.

								Per ct.	Per ct.
23	Sales					$4,659	96		
24	Less Sales Allowances					2	00		
	Net sales					4,657	96		100.0
	Inventory of merchandise at beginning			$3,451	09				
25	Merchandise Purchases (cost delivered at store)			2,759	67				
				6,210	76				
	Deduct inventory of merchandise at closing	$3,062	17						
	Less Stock Depreciation	153	11	2,909	06				
	Net cost of goods sold					3,301	70		70.9
	Gross profit from trading					1,356	26		29.1
	BUYING EXPENSE.								
26	Salaries and Wages of Buying Force	25	00						
27	Miscellaneous Buying Expense	14	00						
	Total buying expense			39	00			0.8	
	SELLING EXPENSE.								
28	Salaries and Wages of Sales Force	177	33						
29	Advertising	30	00						
30	Miscellaneous Selling Expense	3	75						
	Total selling expense			211	08			4.5	
	DELIVERY EXPENSE.								
31	Salaries and Wages of Delivery Force	102	67						
32	Miscellaneous Delivery Expense	8	08						
	Total delivery expense			110	75			2.4	
	GENERAL EXPENSE.								
33	Management and Office Salaries	269	00						
34	Office Supplies and Expense	22	03						
35	Insurance on Stock and Store Equipment	1	61						
36	Taxes on Stock and Store Equipment	2	50						
37	Losses from Bad Debts	33	56						
38	Miscellaneous General Expense	26	79						
39	Rent	71	25						
	Total general expense			426	74	787	57	9.2	16.9
	Net profit from trading					568	69		12.2
	INCOME FROM OTHER SOURCES.								
42	Interest	17	09						
43	Cash Discounts on Merchandise Purchases	6	55						
44	Rent income (net)	16	52						
45	Miscellaneous Outside Income	2	00			7	98		
	Total net profit					576	67		

FORM B.

ofit and Loss Statement should made up from the balances of all l accounts. The ordinary asset l liability accounts and a logical ssification thereof are shown by rm C.

COUNTS AND THEIR EX- PLANATIONS.

REAL ACCOUNTS.

. Cash on Hand and in Bank.

Charge this account with the il receipts of the month and dit it with the total disburse- nts as shown by the cash book. e balance should agree with the h book balance.

2. Notes Receivable—Trade Customers.

Charge this account with all notes, time drafts, and acceptances held against others, and credit it with the same when paid or otherwise disposed of. The balance will show the uncollected notes receivable.

3. Accounts Receivable—Trade Customers.

Charge this account with the total of the charge tickets of the month, and credit it with the cash payments by customers (taken from the cash book at end of month) and with notes receivable, discounts, returns, and allowances (from the journal and credit slips). Balance of this account must agree with the sum of the balances of trade customers' accounts.

4. Reserve for Bad Debts.

Credit this account with an estimated amount, based on charge sales, sufficient to provide for losses, and charge the account with the balances of personal accounts when hope of collection is abandoned.

5. Prepaid Insurance.

Charge this account with all insurance, fire, burglary, fidelity, plate glass, liability, etc. At the end of each month charge the proper accounts (Nos. 35 and 44) with their proportion, the balance being an asset as "Prepaid Insurance."

6. Accrued Interest Receivable.

Charge this account at the end of the period with all accrued interest (not yet paid) on notes, etc., due from others, crediting "Interest Account." When the interest is received it is credited to "Accrued Interest Receivable."

7. Store Property.

Charge this account with the purchase price of the store property. Do not charge repairs to this account, unless they are in the nature of permanent improvements. A fair amount should be periodically credited to "Reserve for Depreciation."

8. Warehouse Property.

Charge this account with the purchase price of the warehouse property. Do not charge repairs to this account, unless they are in the nature of permanent improvements. A fair amount should be periodically credited to "Reserve for Depreciation."

9. Reserve for Depreciation on Store and Warehouse.

Credit this account with the amount of depreciation on store and warehouse, and charge same to "Rent Income" (No. 44).

10. Store Equipment.

Charge this account with the value of all equipment such as counters, shelving, scales, measures, etc., used in the conduct of the business. A fair amount should be written off periodically for depreciation.

11. Office Equipment.

Charge this account with office furniture, desks, safe, and other office appliances (not included in 34). A fair amount should be written off periodically for depreciation.

12. Delivery Equipment.

Charge this account with the cost of automobiles, wagons, horses and harness. This account must not be charged with repairs to automobiles and wagons, horseshoeing or anything of this nature. A fair amount should be written off periodically for depreciation.

13. Notes Payable—Trade Creditors.

Credit this account with all notes given to trade creditors or time drafts accepted in their favor and charge the account as the same are paid. Balance of this account shows the amount of notes payable outstanding.

14. Notes Payable—Banks.

Credit this account with all notes given to banks and charge the account as the same are paid.

(To be continued.)

John R. McFetridge & Sons
Printers
927 Arch Street
Philadelphia



New Joy for the Palate
Mapleine Flavoring
The outstanding qualities of Mapleine are in its deliciousness and its universal use. Mapleine is used for everything—in Icings, Soft Drinks, Candies, Cakes, etc.
Your Customers Will Be Pleased
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton
Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

CRUBRO
PURE FOODS
Make a display of
Crubro Spaghetti
in tins
deliciously cooked, with tomato sauce, and a lively seller at all seasons.
Tell your customers about
Crubro
Apple Butter
deliciously spicy. A nourishing spread for children's lunch.
All Crubro
Pure Food Products
made and guaranteed by
Cruikshank Bros. Co.
Pittsburgh, Pa.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Printing Signs—Is ad. writing condensed, and the first thought in your mind should be qualify the article so it will appeal. "Peaches, 10 Cents a Box," is poor advertising. But, "Large Ripe, Mellow Peaches, 10 Cents a Box," says something.

"Fine Quality Mixed Tea, 50 Cents a Pound," won't attract nearly as many buyers as "No. 1 Strong, Flowery Ceylon Tea for Icing at 50 Cents Pound."

A certain store had some very handsome potatoes in stock one day last week. The sign read, "Potatoes—½ Bushel Basket, 55 Cents"; nothing to it. He could have truthfully made it read, "First Arrival Jersey Giant Smooth Skin Potatoes, 55 Cents Basket." They were of the first arrival of giants at that.

Before you wet your brush write out your stuff on paper, boiling it down to as few words as possible, then think whether that card would appeal to you were you, say, in the insurance business.

* * *

When a woman asks you what kind of succotash that is you sell for 15 cents a can, you don't, or you shouldn't, stop by saying it's "Maine succotash"; you say the lima beans are the tiny variety, nearly all of them green, they have no husky coating and the corn itself is young and very tender and of a natural sweetness. Why not allow the sign to say this, only in fewer words? Think of the hundreds of people that don't ask, but are ever ready to read.

What a wealth of advertising is misaimed by being mis-written. Take this suggestion and study your card matter. If it is only one word, let that word define the goods so the passerby or the customer within your store may get real information.

* * *

Summer Eating.—A well-arranged display of cereals sells cereals, especially if you make prominent the newest kinds—Kellogg Bran goods and the new Pettijohn Brand and Krumbles and such like; over this should go white netting, the best kind, and a card printed, "Light, Cool, Wholesome Summer Foods."

It makes a pretty show and suggests that you fellows are alive. It beats all how contented a bunch of clerks can remain while looking at a changeless store. Does it never give you the jumps?

Don't you all feel better when some one starts something and rips out the dear old familiar corners?

* * *

But speaking of this summer eating. The sight of the goods creates the longing far more than talk does. A bottle of olive oil surrounded with lettuce leaves and canned lobster will sell more oil and more lobster and more everything that goes with these than merely mentioning them as you take an order.

The food business is a most interesting study. The more the study is applied the better results you get. We American people like change, we like things to move. Home, politics, church, business, the more brightness and more life and more activity we put into these and other channels of service the better and more intersting and more successful they become.

THE NEW YORK LETTER

(Continued from page 7.)

Prevention. A chairman has been appointed for each division. The Educational Committee will begin its national campaign in a very short time.

* * *

The expected decline in gasoline has occurred during the week. The Standard Oil Co. reduced its price to 23 cents in steel barrels and 25 cents to consumers. It seems that before this decline occurred the markets in other places, notably New Jersey, Maryland, North and South Carolina, and some parts of Ohio, Kentucky and Louisiana had declined, mostly to 22 cents, tank wagon basis. As previously stated, the decline is due to the weakness in crude oil. It will probably be followed by further declines.

* * *

The Government's report upon the coming wheat crop, showing a very large shortage from what was expected, has aroused considerable discussion here. The Government report severe damage to the wheat crop and reduced its estimate of July 1st to 34,000,000 bushels of winter wheat and 71,000,000 bushels of spring wheat, making a total decline of 105,000,000 bushels in the Department's estimate as a result of unfavorable growing conditions in July. As a result the market has taken a very sharp advance, and there has occurred the speculation which such a situation always produces. Flour, too, has become completely upset, and the price advanced about 50 cents per barrel. The whole situation is extremely nervous.

SUMMARIZED MARKET CONDITIONS.

The tea market is in a waiting condition, business being very dull and prices somewhat uneven.—Coffee in quiet demand, prices for Rio and Santos show steady to firm undertone. Milds still dull and unchanged.—Sugar considerably upset, some raws having been sold as low as 5.75. Refiners are no longer selling granulated at cents, but 7¼ is now minimum. Demand still rather unsatisfactory.—Salmon firm with some holders of pinks asking $1, and minimum was around 97½ cents. Holders of reds asking $1.72½. Pack is certain to be short. All other canned fish unchanged and mostly firm.—Canned tomatoes somewhat easier but much unsettled. Balance of the canned vegetable line shows no change.—Prunes unchanged on 4¾ cent basis in a large way f. o. b. Coast. Demand quiet. All other dried fruits neglected and unchanged in price. The general tone for apricots and peaches easier.—Wheat much excited and shows an advance of several cents a bushel due to Government report of shar curtailment of the crop owing to rust.—Flour shows an advance of about 50 cents a barrel for the week.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

A Call to the Colors

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

Would make every drop of red blood tingle in your veins. National pride and National patriotism is a nations greatest asset. Preparedness is the slogan of the hour. Digressing somewhat, we are calling your attention to our line of business. Can we serve you?

SYRUPS—Our trade are buying Syrups. We believe it will pay you to buy *now;* our judgment is that prices will be higher. Our popular brands are: ***Challenge Table, Royal Table, Gilt Edge, Very Best, Starlight, Extra Amber, King "B," White Clover, Crescent,*** etc. We also have Fancy Ingleside N. O. Molasses in barrel and Cruiser Baking Molls. A full line of Canned Syrups and Molasses.

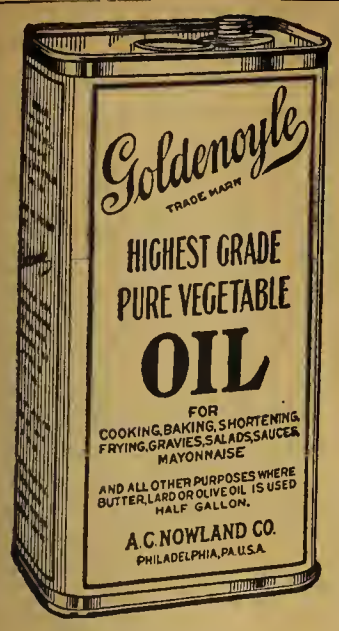
CANNED PEACHES—Here is another lot of goods we advise you to buy, Elysian Park Brand Yellow Cling Peaches, standard quality, in syrup, regular size California tins, 2 doz. in a case, per doz., $1.50

CANNED CORN—Spot market well cleaned up, and new pack at least one month off. We offer Watervale Double Cut Evergreen, at 80c.; Mother's Delight Crushed, at 85c.; Quaker City Crushed, at 85c.; Ex. Fancy Crushed Cruiser, at 90c.; American Beauty Shoepeg, at 90c.; Red Ribbon Fancy Maine, at $1.15. All immediate shipment.

FLUFFY WHITE WASHING TABLETS—Something new, will not harm the daintiest fabric, saves worry, labor, time and money. Six washings for 10c.; retails at 10c. a package. Three dozen in a case, price $2.40 per case. Try a case.

CANNED SHAD—We can offer this, the king of food fish, packed in one-pound round cans, similar to salmon, 4 doz. in case, per doz. $1.00.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA



You Ask for a Talking Point; Here It Is



Salesmansnip must have intelligent talking points, or it doesn't get anywhere. When we ask you to take on **Goldenoyle,** you have a. right to ask what there is about it that will make it sell better than other cooking and salad oils.

This is **Goldenoyle's** talking point:—It is the highest grade cooking and salad oil on the market; the richest and most velvety vegetable oil of this class your customer can buy. Did you read what Professor Allyn, the Westfield chemist, said about it?

We are oil refiners of twenty-five years' standing, and we know oil like a book.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street PHILADELPHIA

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Here's One of the Things Makes Me Glad to Stay on the Road.

D'ye know, one of the things that makes me willing to stay on the road is that I don't have to kow-tow to my customers like you retail fellows do. Like all the fellows on the road, I dope out a picture once in a while of a little store, and staying home all the year round, and all that, but between you and me, I don't know whether I'll ever put it over.

The trouble is, you can't be yourself when you're selling goods to consumers, especially to women. You can't come right out. Now I'm an independent cuss, and my customers know if I think a thing I'll spit it out. They're wise to that and they'll stand for it, simply because they know that's the kind of a hairpin I am.

But you can't do that in a retail store to save your soul. You think you can, and a lot of you think you do, but if you could stand off and hear yourselves talk, you'd think different.

What got me thinking these deep thoughts was something that happened the other day up in Pennsylvania. I was in a customer's store and was waiting for him to get through a little rush. It was Saturday morning and you know what that is. So I hung around and I couldn't help hearing what he said to his customers and what his customers said to him.

I don't want you fellows to get any wrong hunch that the minute I come into your stores I undo a long flappy ear and try to listen in on everything. That ain't me. If anybody kicks me out of anything, I always know he don't want me in, and I stay out, if he locks the door. But what goes on right in front of me, I hear—I ain't deaf, and I don't sleep on my switch, as it were.

He was waiting on a woman—one of these little things who has got to talk, if she does it to herself.

"Beautiful day, Mr. Simpson," she said while he was wrapping something up.

"It *is* a beautiful day, it certainly is," said Friend Simpson. Right together with her all along the line.

Well, that passed off all right and next was an old man. Looked like he might be buying Sunday stuff for a married daughter. He was a little gabby, too.

"Looks like rain, Brother Simpson," he said. "I shouldn't be surprised if we'd have a rainy Sunday."

"It *does* look like rain," said Brother Simpson, "I guess we're going to have it. Well, we need rain."

"We sure do," said grandpa, and he got his package and went.

Now I know Simpson pretty well, and I can talk to him like I want to.

"You old liar, you!" I said.

"What?"

"You old liar. That's what I said and that's what I mean."

"You poor fathead, what is it now?" he said. That's how he talks to me—we're a loving couple.

"I'm going to prove it to you," I said, "and when I get through you're going to hang your head in shame. I'm going to show you you're not only a liar, but you're a plumb coward. Better give me the order first, cause when I get through with you you won't be able to sign your own name."

We walked in his little office and sat down.

"I've got just five minutes to talk to you," he said, "and the sooner it's over the better."

"That talky little woman you just waited on asked you your opinion about the weather," I said. "You told her it was a beautiful day. The old fellow that called you Brother did the same thing the next minute and you thought with him it looked like rain. Ain't you ashamed of yourself!"

He leaned back and laughed.

"Gee, ain't you even got a right to an opinion about the weather?" I said.

"What's the use of fighting with 'em?" he said. "Especially over little things. I give you my word, I don't know any more what the weather looks like than I know the color of socks you've got on."

"Afraid even to have an opinion about the weather!" I jeered, "for fear you'll lose a sale. Poor simp!"

"Say, how do you mean that?" he said. "Do you mean poor simp, short for Simpson, or poor simp, short for simple. I want to know!" See, he was trying to turn everything off—didn't want to keep to the point at all.

Which was this:—

That a hundred times a day a fellow has to go along with his customers. He hasn't got the slightest idea how many times a day he does it, or how it sounds to an outsider.

Why only the other day my wife came home from a retail store where she deals right along.

"I declare," she said, "I *do* think that that Mr. Runyon is the most disagreeable man to have a store! He never agrees with anything you say—he always thinks different."

I kept shut—I knew it would all come out in a minute.

"Just now I happened to say I thought it would clear off to-night so as to be clear to-morrow. You know I'm going up to Sue's to-morrow if it's clear. Oh, no, he didn't think it was going to clear. No, indeed—he felt sure it would rain for several days. Never agrees with anything!"

"But holy smoke!" I said, "ain't the man even got a right to his own opinion about the *weather?*"

"Oh, it wouldn't have hurt him to say he thought it would clear," she said. "He knew by the way I said it I wanted to be agreed with. it rains to-morrow I'll be fear disappointed."

Can you beat that? D'ye what I mean? There's a fel being absolutely refused a righ his own opinion *about the weat* Because he has one and tells it, disagreeable! Oh, lor', oh, lor

I wonder what would happe a fellow in a retail store who the plumb truth about everyth his customers put to him? S right out exactly what he thou Why the sheriff'd git him in shakes of a lamb's tail. He woul get anywhere.

THE STROLLE

Stevens Bill Dropped Fr Present Congressional Session.

Will Not Even Be Considered at T Time. Committee Will Not H Hearings Until Fall.

Special Correspondence of "Modern Merc and Grocery World."

Washington, D. C.,
August 11, 191

As the "Modern Merchant Grocery World" has several ti predicted, the Stevens bill, wh would give manufacturers of tra marked merchandise the right to the wholesale and retail price, not pass Congress at this sess or be even considered. Stephens, who is now in charg the bill, has written the Ameri Fair Trade League a letter in wh he says that the Committee Interstate and Foreign Comme

The Reputation and Standing
Walter Baker & Co. Cocoa and Chocolat Preparations



Registered, U. S. Pat. Off.

Have been built up b years of fair dealing, honest manufacturin an unwavering poli of maintaining th high quality of th goods and by exte sive and persister advertising.
This means for th grocer a steady an increasing deman from satisfied customers, in the lon run by far the most profitable trad

The genuine Baker's Cocoa and Baker Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd
Established 1780 Dorchester, Mas

Everybody Knows Them



KNIGHT'S FLAVORING EXTRACTS have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

does not want to grant hearings on the bill until next fall.

HOLT.

Canned Corn Containing Added Starch.

It is the practice of a number of canners of sweet corn to use a small quantity of corn starch in a part of their product for the avowed purpose of improving the appearance and consistency of immature corn, which otherwise present a watery or sloppy appearance in the can. Federal authorities have given at least temporary approval to the practice, pending a more thorough investigation, and providing the presence of starch is declared upon the label. Swet corn containing added starch is being widely sold without declaration on the label as to the presence of starch. Feeling that the interests of the consuming public, as well as those of the honest canners and jobbers, demand that a study be made of this question, the North Dakota Food Department has taken up the chemical side of the matter in a series of experiments which will last through the coming canning season. They have also communicated with many packers about it and have gotten replies. While the large majority of replies clearly indicate that the packers feel that the use of starch may serve a legitimate purpose, benefitting the farmer, the packer, and the consumer as well, several well-known packers definitely state that it may be abused, and when so abused serves to increase the number of cans per ton. Although several state that starch is more expensive than sweet corn, this point is open to investigation. Canned corn contains an average amount of solids of 20 per cent. A packer using starch for the purpose of lengthening out his pack could thus use four pounds of water to each pound of starch without decreasing the amount of solids in the goods. Assuming sweet corn cutting 500 cans at $5 a ton, starch at anything less than 5 cents per pound would prove economical, provided it were not necessary to use additional quantities of sugar and salt to mask the flavor of the starch.

Have You Thought of Making Your Own Peanut Butter?

The use of peanut butter is growing steadily—and it should—because it is both healthful and pleasant to the taste.

Why not take full advantage of this desire by making your own peanut butter? It is a simple operation, one anybody can readily do—if the proper machine is used, such as the A. W. Straub Co., of 3722 Filbert street, Philadelphia, make. Their Quaker City Peanut Butter Mills are shipped on thirty days' approval, and are recognized by leading manufacturers to be the best on the market. Their capacity is the greatest for the amount of power used.

There is a mighty interesting sales proposition for you to tell your customers you make your own peanut butter, besides, it does not take long for the machine to pay for itself. You will do yourself a favor if you investigate the possibilities of this machine. You will soon wonder why you did not install one before.—Advt.

The Modern Merchant
The Modern Grocer
The Modern Manufacturer
The Modern Consumer

ALL realize that crackers and coffee must be clean, fresh, devoid of over-dampness, to give satisfaction.

Heekin Heavy Duty Steel Cans

fulfill every requisite perfectly—they protect the contents without exception.

Used for crackers, they retain the freshness, crispness and flavor. Size, 15½ x 27¾ in.

Used for coffee, they retain the aroma, bouquet and goodness. Size, 15½ x 20¾ in.

Plain, lacquered or stenciled with attractive designs originated by our artists.

Write for sample and see quality.



The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio

"Heekin Can Since 1901"



Babbitt's Best Soap

"BEST SINCE GRANDMA'S TIME"

This soap has been the standard of quality and value for over half a century. It has the benefit of BABBITT advertising and BABBITT reputation in addition to established consumer good will. No grocery stock is complete without it and no soap sells as easily or as steadily. Your customers know BABBITT'S BEST SOAP, and they know the Trade Marks are good for beautiful and useful presents, so it will sell on sight if you keep it displayed.

B. T. BABBITT, Inc.
NEW YORK CITY



No. 376.—When the Seller Lies Down on Contracts to Sell Merchandise.

My clients tell me that there has never been a time when contracts and arrangements for the sale of merchandise have been so much upset as they are now. The war conditions, the extraordinary demand for many products, the very high prices prevailing on a large number of commodities, and disorganized labor conditions have put a whole lot of people up in the air as to buying goods, or perhaps more accurately, to get the goods they have bought. A very large number of sellers, chiefly manufacturers, have deliberately laid down on their selling contracts, giving as their excuse the fact that they "find it impossible, under present conditions, to ship the goods." Perhaps later, when conditions clear, etc., etc., etc.

I am receiving constant inquiries as to the rights of a buyer in a case like this. Take the following case, which came to my notice during the week: A very large buyer of a certain commodity, who wisely foresaw a coming scarcity in it, made a contract with a packer for enough to last him through the season. To induce the packer to make the contract under existing conditions, the buyer paid a premium over the current market.

The seller here has already laid down because he says he can't get some of his raw material. The buyer is buying what he has to get, in the open market, at an advanced price.

Or this case: A certain large manufacturer accepted a spot order for several thousand cases of a commodity at the then market price. Shipments were begun under this contract, when the market for the raw material which entered most largely into the contract, suddenly almost doubled in price. The manufacturer sent word to his buyers that market conditions were such that he could not ship. He was going to stop packing this particular article, he said, until the market became normal. This was of course a flat default in his contract, which called for periodical shipments. The buyer had to go out and cover his needs somewhere else. Always at an advanced price, for these situations never seem to arise unless the general market has advanced.

Where does the buyer come in in these cases? It is fine for a manufacturer who has contracted to deliver a certain quantity of a product at $3.50 a case to escape when the market goes to $5, merely by saying "I cannot ship," but what about the buyer, who has counted on the goods coming, and may even have sold them again? Has he any rights?

That depends on his contract. Many contracts for the sale and purchase of merchandise consist simply of two or three letters—the letter making the offer and the letter accepting it. Other contracts are more formal. They consist of a regular form signed by both parties. Still others are a memorandum which one party signs and the other simply accepts. And some contracts are verbal.

No matter what form the contract takes, the inquiry is of course as to whether the seller has put any clauses in it which would enable him to lie down in the middle of it. Contracts made by letter seldom contain any such provisions. Nor do contracts made verbally. The more formal kind may or may not. Each case stands on its own contract.

In the two cases above mentioned, and I may say in most cases, the contract contains nothing but a straight obligation by a seller to deliver so much goods on such and such terms, and an obligation by a buyer to accept them on those terms. Where it is that kind of a contract, the seller is bound hard and fast, and almost nothing that can happen to him will excuse him.

As one leading case puts it, "a contract is not invalid, nor is the promisor discharged, merely because it turns out to be difficult, unreasonable, dangerous, or burdensome. Thus one who sold goods to be delivered at a certain time c not excuse himself by saying t he expected to buy the goods, could not."

Unless the contract contains so provisions taking care of su contingencies, it makes no diff ence if a seller's plant is complet destroyed by fire. Or if his pl goes on strike and he is compel to close. Or if his raw material any other expense advances so to become almost prohibitive. if he is quite unable to get raw terial. Or even if, in a word, it become, through no fault of physically impossible for him to his contract. None of these c tingencies will excuse him or reli him. He has bound himself to a certain thing and he must do or account to his buyer in damag Every one of the thousands of b ers, who are now, according to formation, unable to get shipme of goods they have contracted

Weekly Window Display Suggestions



Corn Display.

This makes an attractive display and should increase sales for you. T arrange, make a platform about eighteen inches high in the center of th window and at the rear. From this make a slant of boards to the bottom o the window. Cover the slant with white crepe paper and arrange the ears a shown in illustration—very thin wire nails may be used to keep them in plac Place dried corn on the top of the platform. In each rear corner of th window place two stalks of corn, using fine wire to hold them. Make background of the white crepe paper and across the top place a strip of pal green muslin with white lettering.

ıether they be manufacturer, ıolesaler or retailer, can collect ɜir damages from their seller un-ɹs they have waived their rights the contract.

What are those damages? They ɜ the difference between the con-ɪct price and the market price at ɜ time and place of delivery. That if a seller contracted to deliver $3.50 per case and at the date ıen he finally laid down, the mar-t price was $4.50, the buyer's ɜasure of damages would be $1 r case for every case which the ler did not deliver.

(Copyright, August, 1916, by Elton J. Buckley.)

—

Question: * * *, Williamsport, ɹ.—The following concerns a fling matter, but owing to the erbearing way it was put up to the other day we would like to ɜ if the representative of the con-rn mentioned is as correct in his ɹy of thinking as he says.

Referring to copy of enclosed ntract we took one book known "Your Own Sure Collector" ɒm the representative of the Na-ɒnal Commercial Underwriters, th the understanding that we pay cash on delivery and the balance the cost of the book ($10) when e results of its use had collected irty ($30) dollars from bad ac-unts.

The local office has changed nds several times since the man ıo sold us our book has been in arge and each time the new man forms us that he is going to do and so, which he never does. The fice is now in charge of a Wil-ɹmsport man who called upon us cently. He was under the impres-ɒn that we had paid half the cost the book ($7.50) when we got and still owed the other half. ot having time then to look the atter up we agreed with him. He ld us that he was going to close all e accounts up here and although e owed them more than a specified nount he would call it paid in full r $3.50. Our explanation that the stem had not collected the full $30 ade no difference to him and he id that unless we saw fit to send check he would take the matter to urt.

Now we have lived up to every ɒint in the contract except the ɹmber of accounts we used it on. /e did not use it on 40. It was ɜarer 20. I also notice that we d not sign the contract; would ɹat make any difference? We ould appreciate your advice on ɹis matter more for our own satis-ɹction than the small cost of the ɜst of the book.

Answer.—The fact that you did ɒt sign the contract makes no dif-ɜrence, in my judgment. It was filled out and was complete, and was signed by the National Commercial Underwriters. That you did not sign it I take to be a mere inadvertence, for it was clearly a memorandum of the agreement between you.

The last paragraph reads as follows:—

> It is further agreed that the party of the second part agrees to use such system on at least forty debtors, according to instructions furnished, within ten days from date of this contract, otherwise this contract is due upon demand of party of the first part.

You did not comply with this condition, and without doubt the whole balance is due. The condition is a legal one and any court would enforce it.

—

Question: L. B., Fort Edward, N. Y.—Does the law compel a grocery firm that does practically all its own work outside of a boy that never drives the horse and does only a boy's work, and a man for about four to six weeks in a year to drive horse and take orders on the route while others of the firm are taking vacations to carry a compensation policy?

Answer.—It does. The boy would have to be taken care of anyway, as he is a regular employee. And the man would probably be considered a regular employee also, for the policy of the law is not to consider an employee who is regularly employed for a period like 4 to 6 weeks, as a casual employee to whom the act does not apply.

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Week's Dry Goods Record.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

> Deliveries for the last week have been much heavier than for the same week a year ago.
>
> Collections continue to be satisfactory.
>
> Manufacturing conditions have held prices firm, with indications of a higher tendency.
>
> Manufacturers, wholesalers and jobbers are making preparations for the semi-annual Market Week and Fashion Show, August 7th to 12th. It is expected this event will be most successful.

Rumford
THE WHOLESOME
BAKING POWDER

Its good name, among housewives, for perfect leavening and dependable character—and the unusual profit it gives to the grocer—makes Rumford popular.



Sell It*—to give *Satisfaction

Push It*—to get *Profit

RUMFORD CHEMICAL WORKS,
Providence, R. I.

P.65



Make Your Own Peanut Butter and put one over on chain stores

With a small **Quaker City Peanut Butter** Mill, which we will send thirty days on trial, you can become your own manufacturer on a product which is in large and constantly increasing demand, and which if you will make it, will pay a splendid profit.

Don't you see how you can use this mill to put one over on the chain stores? Think this over and write for some interesting reading matter.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.

You Will Make Money

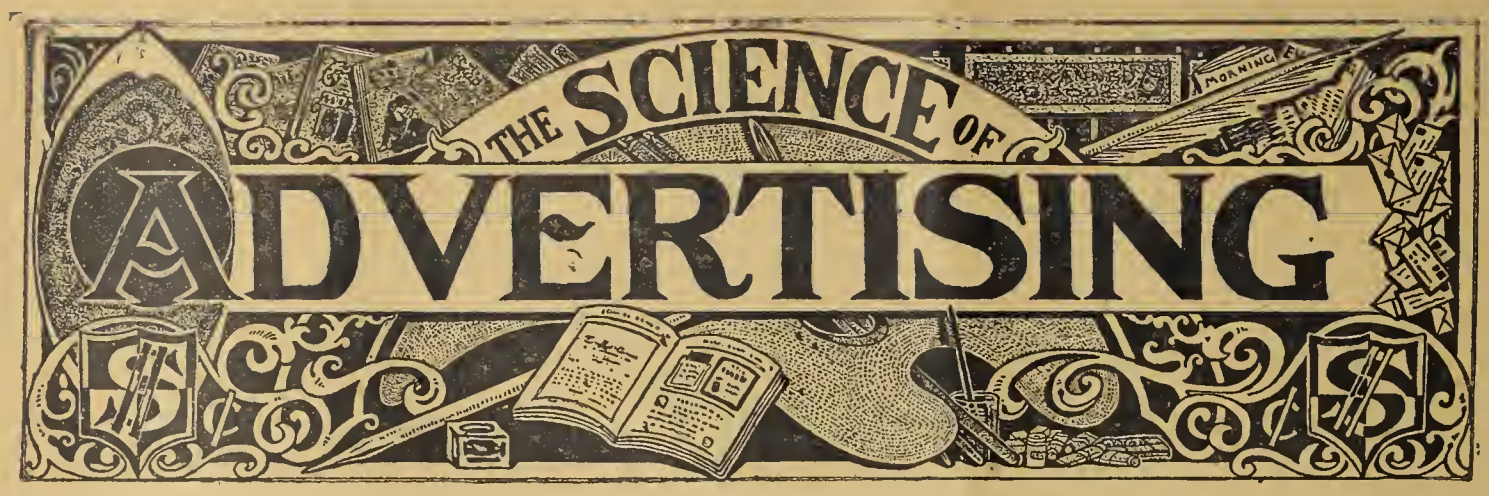
By Sending for a Catalogue and Price List to



H. M. Lakoff

Wholesale Confectioner Tobacconist, Stationer Specialties

316 MARKET ST.
PHILADELPHIA
"The Convenient Store"



McDonald, Pa., July 19, 1916.
Editor "Science of Advertising."

Dear Sir:—I am inclosing two of our circulars for July. We issue these twice a month and mail them to a selected list. Would be pleased to have you comment on them. This makes pretty expensive advertistising, but the results have proven very satisfactory so far.

Yours truly,
E. M. CHAMBON.

Mr. Chambon's circular is printed on very fine coated paper and has four pages 6 x 9 inches. I advise Mr. Chambon to use somewhat less expensive paper. This paper is not at all adapted to advertising of this sort. It is intended for fine book work where there are half tone illustrations. For rough and ready advertising work, as advertising of this sort is to a certain extent, a different class of paper should be used.

* * *

I reproduce the cover of this circular here. On the covers of all of them—Mr. Chambon sends me



three—there is a stock cut like this "Satisfaction," and a general talk which is fitted up to the cut. I believe all such matter to be waste space. In my judgment there isn't a grain of pull in this whole first page. The cut, as all such cuts have to be, is as general as it can possibly be, and of course the talk that goes with it has to be general too. I should never in the world surrender one-quarter of my available space to matter that could never get me anywhere. Particularly the most conspicuous one-quarter in the whole circular. Put good strong pulling stuff on there. In this day the only kind of advertising that amounts to anything is the kind that gets down to brass tacks *at once*.

* * *

Here is the second page of one of Mr. Chambon's circulars, reproduced very near the original size:—

PICNIC SEASON PREPAREDNESS

We are prepared to supply your wants for picnics or lunches. A complete line of ready to serve foods at your command. Look over the following suggestions

Premier Baked Beans
They are different, 2 cans . . 25c

Apple Butter
Bismark brand, a quality product
Quart jars 25c

Tuna Fish
Excellent for salads, per can 15c, 18c, 25c, 30c. You will like it

Spanish Pimentos
Extra quality, per can . . 13c

Premier Lobster
Unequalled quality, per can 30c

Premier Shrimp
Dry or pickeled, per can 15c and 20c

Crab Meat
Something great, try it, per can 25c

Premier Channel Mackerel
Ready to serve, per can . . . 25c

Mushrooms
Fancy French buttons, per can 40c

Hire's Root Beer Extract
Have some home made root beer
Regular 25c bottle . . . 15c

Ice Cream Salt
Large bags, especially for ice cream 10c

Ginger Snaps
For the kiddies, always fresh, 3 lbs. 25c

Honey
Pure combs 25c. Strained, per bottle 25c

Royal Baking Powder
Pure Cream of Tartar, ½-pound 25c
1 pound 45c

Jello
All flavors, 3 packages 25c

Paper Plates
25 for 10c

Paper Cups
8 in a package for 5c

Potato Chips
Fresh, per lb. . . . 35c

Cheese and Pickles
We are headquarters. Largest variety in the city. Only the best quality to be had here.

YOUR GUESTS

If you desire to give your guests a treat at any time, we suggest a fine salad made and prepared with Premier Salad Dressing. It gives the salad a charm and a taste that is unique, unlike any other. A something that makes a guest feel satisfied and happy. Picnic size 10c, large size 25c

Whoever writes Mr. Chambon's advertising is trying hard to produce good stuff. Everything about it shows that. The main thing it lacks, in my judgment, is persuasiveness. "Premier Baked Beans are different," says the advertisement. How? *How* they are different is the very point of the advertising. There is a great lack of suggestiveness in this advertising. The great thing when you advertise food products, particularly those the use of which is not fixed like sugar and coffee, is to tell people what to do with it. Tell them even though you think they know. For examp Premier Shrimp. Why not tak line or two to sketch its possib ties? The same thing applies several other of the articles adv tised. In the case of the Root B Extract I should have told h many quarts or pints a bottle of tract makes, and then stated the s ing as compared to buying the sa quantity ready bottled. It might just that point that was needed get returns.

* * *

Mr. Chambon, however, is doi good advertising, and he ought get results right along. On Pag is "Preserving Time Needs," a on Page 4 some specials for Frid Saturday and Monday. I notice is using a stunt that this paper ported some time ago—using specials goods that he does not r ularly keep. Screen doors a screen windows are two of the He sells a $2 screen door for $1. and a 35-cent window screen for cents.

NOTE.—This department is devoted the criticism of advertising matter s in, to the devising of new advertis ideas for special occasions, upon requ and to the suggesting of original adv tisements when data is supplied. communications sent for this Depa ment should be addressed to the Edi of Science of Advertising. They w be taken up in strict rotation.

Expected Canadian Demand fo American Molasses.

That there will be a demand in Cana for American molasses and syru seems certain. Great difficulty is n experienced in obtaining molasses fr Barbadoes and the price has risen fr 47 to 59 cents because of increas freight charges. By a preferent agreement syrups and molasses fr the British West Indies enter Cana free of duty, whereas from other co tries the rate of duty is 1½ cents imperial gallon for tested cane molas of not less than 20 degrees nor m than 35 degrees. There is levied as w a war tax of 7½ per cent. ad valore To comply with the trade requiremen it would be necessary for Americ firms to put up their product in t and three-pound tins, as these sizes ta well with the people. The demand molasses is greatest in the Province Quebec, for which reason American porters should investigate market co ditions at Montreal, Quebec, Thr Rivers and Sherbrooke. In the Pro ince of Ontario scarcity prevails at O tawa, Kingston and Toronto.

Buying by Mail

is really cheaper than buying throu salesmen, because you save the sala and expense of the men. H. M. Lake of 316 Market street, Philadelphia, se entirely by mail and carries in sto such goods as confectionery, tobac stationery and specialties. His cat logue shows good values.—Advt.



Pennsylvania Retail Merchants' Association.

Following is the official programme of the twentieth annual convention of the Pennsylvania Retail Merchant's Association, which will be held at Bradford on August 21st to 24th:—

MONDAY, AUGUST 21, 1916.

Secretaries' Meeting, 2.30 P. M.
Call to order, Geo. L. Dobie, President.
Minutes of last meeting.
President's address.
Committee appointments.
New business.
Round Table Conference.—Subject, "The Secretary, His Duties, Responsibilities, Opportunities."
Conference to be opened by W. R. Copley, Kittanning.
Question Box.
Report of Nominating Committee.
Election of officers.
Adjournment.

TUESDAY, AUGUST 22d.

Morning Session, 9 A. M.

Reception and registration of delegates.
Call to order, Mr. Fred J. Johnson, president of the Bradford Business Men's Association.
Invocation.
Address, Hon. H. H. North, Mayor of Bradford.
Address of welcome, Mr. Asher L. Johnson, president of the Bradford Board of Trade.
Response, Mr. Charles S. Smith, of Washington, Pa.
Introduction of presiding officer.
Reading of Convention Call.
President's address, Mr. J. C. Morris, New Castle.
Appointment of committees.
Credentials.
Press.
Resolutions.
Pennsylvania Plan.
Auditing.

(a) A special committee has been appointed to prepare a report for the convention on the Retailers' Mutual Fire Insurance Company. This committee will be pleased to meet the delegates, listen to their views pro and con, and will be in session daily. The report will be made as soon as completed and submitted to the convention for action.

The committee consists of the following: John F. Howe, Freedom; William Smedley, Philadelphia; J. F. Curran, Frankford; H. W. Shaffer, Lock Haven; D. E. Durbin, Pittsburgh.

(b) The committee appointed to consider the advisability of a law regulating the qualifications of persons engaging in the sale, care or handling of food products and the sanitary condition in which food products are handled, will sit during the sessions of the convention to hear argument for and against the matter in accordance with the following resolution, passed at the last convention:—

Whereas, Laws governing the sale of food products, with regard to the sanitary conditions and surroundings, as well as respecting the adulterated condition of same, have been passed and are becoming more stringent, thereby intensifying the necessity of the most intelligent care in handling such products, that the general health of the community may be conserved and the spirit of the law obeyed; and

Whereas, The present laws do not place any restriction on, or provide any regulations concerning the qualifications of the person or persons, firms or corporations about to engage in the sale, care or handling of such food products, nor of the nature or character of the place in which such food products may be handled; therefore be it

Resolved, By the Retail Merchants' Association of Pennsylvania, that we heartily approve of all reasonable laws along such lines, and that the said laws may be the more strictly adhered to, and the more intelligently obeyed, we recommend that a committee of five be appointed, whose duty it shall be to devise some plans, for license or restriction, and report such plan or plans to the next convention in such form that such may be presented to the next session of the Legislature of our State for its consideration.

The committee consists of the following: A. Kaiser, Philadelphia; J. A. Edgar, Frankford; Reno Schoch, Philadelphia; Wm. H. Nelson, Chester; J. W. Rittenhouse, Scranton.

Delegates' reports. Brief statements of new accomplishments of associations throughout the year.

Introduction of resolutions.—All resolutions will be read and referred to the Committee on Resolutions. Members interested in the same have the privilege of appearing before the committee in defense of or in opposition to the same. The offering of resolutions is always in order.

Introduction of visiting delegates from other organizations.

Adjournment for luncheon.

TUESDAY AFTERNOON SESSION, 2 P. M.

Call to order.
Communications.
Report of Credentials Committee.
Report of secretary.
Report of treasurer.
Paper, "Taking the Guess Out of Business," Oliver H. Stout, Jr., Frankford.
Address, "Keeping the Grouch Out of Business," W. L. Binder, Pottstown, Pa.
Address, "Bringing Town and Country Together," Mr. J. R. Einstein, president Armstrong County Business Men's Association, Kittanning.
Field representative's report, William Smedley, Philadelphia.
Roll call of delegates for suggestions for the advancement of our work.
Question Box.
Weight Problems:—
Credits: Should we have a uniform credit rating system?
Trade Discounts: Is it equitable to grant them to favored buyers?
Are dollar days a success?
Are Style Shows Profitable?
Should the cash-over-the-counter-customer receive a discount?
Discussion: Shall our Legislative programme be aggressive or defensive?
Adjournment.

TUESDAY EVENING.

Grocers' Group Meeting, 7.30 P. M.
Mr. D. E. Durbin, Pittsburgh, in charge.
Topics:—
Sanitary handling of food products.
Shall we invite the Federal Trade Commission to examine the grocery trade conditions of this State and make suggestions that will tend towards prosperity?
How can the better paying lines of merchandise be segregated and fostered?
How shall the retail grocer treat the nation wide advertising campaign proposed by the National Association of Coffee Roasters?
Many reputable manufacturers are positive in their statements that premiums are substantial trade builders—these products are sold by grocers. Does this suggest that grocers could profitably give premiums on their own accounts?
Open discussion by those present.
9 P. M.—Moving picture exhibition showing the troubles of a retailer and their remedy. Picture shown through the courtesy of the National Cash Register Co., of Dayton, Ohio.

WEDNESDAY, AUGUST 23d, A. M.

Call to order.
Minutes of previous session.
Committee reports.
Questions and resolutions.
Address, "Advertising Methods for the Retail Merchant," Mr. C. M. Wessels, Philadelphia.
Discussion on above.
Address, "Salesmanship," Mr. Fred Mason, Niagara Falls.
Discussion on above.
Address, "The Retailer and His Trade," Mr. Albert Kaiser, Philadelphia.
Discussion on above.
Amendments to By-Laws.
Appointment of Election Board.
Nomination of officers and next convention city.
Question Box.
Announcements.
Adjournment for luncheon.

AFTERNOON SESSION, 2 P M.

Call to order.
Minutes.
Committee reports.
Election of officers and convention city, polls open at 2 P. M. and close at 4 P. M.
Address, "The Retailer's Aladdin's Lamp," Mr. R. C. Mason, Service Promotion Department, Bell Telephone Co.
Address, "How to Win, Keep and Help the Member," Mr. E. O. Spotts, Tarentum.
Report of Special Insurance Committee.
Questions:—
Cost, Confidence and Co-operation are the navigable C's of commerce; how can the association successfully chart them?
Would not the "First Zone" mail order systems co-operativly conducted by the association office stimulate home buying?
What better work could the association perform than that of developing home industries, thus giving the red-blooded and ambitious boy and girl an opportunity in the "home town"?
Talk on "Trade Expansion," Mr. Geo. L. Dobie, Bradford.
"Our Own Financial Problem," William Smedley, Philadelphia.
Adjournment.

THURSDAY MORNING, 9 A. M., AUGUST 24TH.

Call to order.
Minutes of previous session.
Report of Resolutions Committee.
Report of Committee on Pennsylvania Plan.
Introduction of Manufacturers in Pennsylvania Plan.
Distribution of awards.
Report of Committee on Sanitary Handling of Food Products.
President's foreword for the year.
New business.
Reading of minutes.
Adjournment.
2 P. M.—A ride to Rock City.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

The Scale Hospital
Scales of All Kinds Repaired
Made Like New
Refrigerators Repaired and Moved
Store Fixtures of All Kinds
Tea and Spice Caddies Repainted Like New
DROP A CARD—PHONE Market 3854; Main 123
H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.
O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.
Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.
J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.
S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?
MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.
J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.
W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.
ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.
C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.
L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.
THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.
HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Offer No. 134.

We have for sale one 120-account system. It is a Standard Account System, manufactured by the American Sales Book Co. Cost $25, will sell for $5. C. W. RETTEW,
Fifth and Locust Sts., Lebanon, Pa

Offer No. 135.

I have a glass front refrigerator; size, 6 feet high, 40 inches wide, 30 inches deep, in first-class condition, I would like to dispose of; price $35 cash, delivered to buyer, or $10 down and $10 a month on lease.
FLOYD KLINETOB,
Berwick, Pa.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 137.

We have a 200 account Perfection Account Register in good shape; cost $45, will sell for $15. A five-station cash carrier used in grocery; will sell for $25. LEE & COPELAND,
1146-48 Water St., Meadville, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible and if goods don't move in four weeks they will probably not move at all.



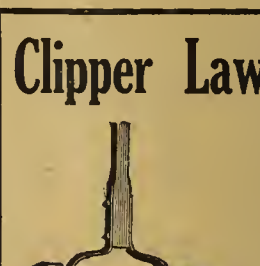
Can We Make You Window Display?

¶ Posters, painted walls, painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O**, the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO
Hancock and Columbia Ave., Philadelphia,

Clipper Lawn Mowe



The Mow
that will kill all t
weeds in your law
If you keep all t
weeds cut so th
do not go to see
and cut your gra
without breaki
the small feeders
roots, the grass b
comes thick a
Weeds disappear.

The Clippe Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.
No. 2.	15-inch	5.
No. 3.	18-inch	5.
No. 4.	21-inch	6.
Pony Mower, 24-inch		13.

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed Every Way and Dust Proof. Both the upp and lower knives are crucible steel. Whee are 10 inches high and the gear is on the insi rim of the wheels, giving great power a speed. The real knife is 6½ inches in diam ter, has four blades. The lower bed knife crucible lip steel and fastened to floating kni bed. This bed knife bar rests on tie rod th holds the back ends of the mower rigid together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern rchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in tage to pay for remailing the same. The price of each insertion is two cents per word in advance.

ITUATION WANTED

ANTED.—Refined, educated woman, rty years old, wishes a position where nesty and ability to please customers ll be appreciated; several years' ex- rience in general store. Address C., care Grocery World Publication ., 927 Arch St., Philadelphia. 7

HELP WANTED

ANTED.—A general stores sales- an who is at present employed and s held this same position for at least o years. Salary $800 to $900 per year, cording to previous experience and cord. Address C. E. Engel & Co., ion Bridge, Md. 7

ANTED.—Grocers' tea and coffee esman to handle my line of store tures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

OR SALE.—Best of all, general store d huckster route in the heart of Ly- ns Valley, three and a half miles east Millersburg, Pa. New buildings and ck and the only store in this place. nount of stock, $45,000; can turn ck four times a year. Will sell stock d buildings at a reasonable price. rge school and three churches at this place. Reason for selling, on account of sickness. Address J. W. Strawser, Killinger, Pa. 9

FOR SALE.—A store stock worth from $3,000 to $3,500; good lease; all new goods. Started business a year ago. Can easily do a $10,000 business. Good stand for farm trade. Will give anybody a chance to look over my books. Must close out to attend to other business. Address H. P., care Grocery World Publication Co., 927 Arch St., Philadelphia, Pa. 9

FOR SALE.—Cash grocery store; $500 for fixtures, including U. S. Slicer, Dayton scale, National cash register and McCray floor show case refrigerator; stock at inventory; big bargain. Address Fisher, 535 W. York St., corner Fairhill St., Philadelphia, Pa. 7

FIXTURES.

FOR SALE.—One seven-foot butcher's counter (wooden), including one marble slab 7 feet x 29 inches and 2 inches thick; will sell reasonably cheap. Write for price, f. o. b. North Wales, to De Houpt's Grocery, Inc., North Wales, Pa. 8

FOR SALE.—One 220 account McCaskey Credit System; never used; cost $100 thirty days ago, will sell for $65 cash. Address Decker's Cash Store, Waynesboro, Pa. 7

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

WANTED

WANTED.—Second-hand cash register, moderate price. Address Edw. F. Reimer, Bangor, Pa. 9

WANTED.—Salesmen calling on country and town stores in any line to take orders (side line) for Keystone Veterinary Products; name counties covered. Address C. F. Harman & Son, Manufacturers, Enterline, Pa. 7

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, AUGUST 14, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polisb	24
Flour	13
Fresb Fisb	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fisb	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfisb and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Splces	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	CO
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Paper, Scott Paper Co.
Paper Bags, Panther and Wolf.
Cheese
Eggs
Flour
Dried Beef

DECLINES.

Beans
Fresh Fish

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2.lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
Englisb Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.71	.72	.73
Buff Label, I. and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins ..per doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins ..per tin 1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins ..per tin 2.55

—2—

Llpton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ..per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls ..per doz.	.75
Mica, ¼ gross ..per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz ..per bbl.	12.25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ..per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Sbine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocba Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ..per box		.....
Tomson-Hummels, tin, ½ gross ..per gross		2.60
" imp., ½ gross ... "		2.15
Floto's, improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2. 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl ...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 26 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.35
" extra, 60-lb. tubs	.34
" first, "	.33
" second, "	.32
" tbird, "	.37
" dairy, extra, bakers' use, 30–60 lbs	.26–.30
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32–.36
Print Butter—	
Prize	.31
Gurnse, lbs. and ½ lbs.	.38
Awltru	.36
Honebe	.34
Star or S. D., 1 lb., 20–50 lb. bozes	.38
B. B., E. D., 20–50 lb. boxes	.37
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.36
Sheaf ("400"), Elgin, 20–50 lb. boxes	.35
Sheaf	.33
White Rock	.38

CANDLES.

	Per
P. & G., 8s, 30 lbs	.10
" 16s, 30 lbs	.11
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07
Searcblight, hotel, 16s, 30 lbs	.06
Peerless, hotel, 16s, 30 lbs.	.09
Bright Light, 16s, 30 sets to box ..per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gro
Half gallons	7.60
Quarts	5.25
Pints	4 90
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36

	Per
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gro
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz ..per doz.	.17

CATSUP.

Snider's—	Per do
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per ca
Small, 25 bottles	2.90
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

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CANNED GOODS.

ked Beans—	
Ritter's	1.00
B. & M., No. 2	1.20
Campbell's, 16 oz., tomato sauce or Boston style per case	.....
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.45
Vitcory, No. 1	.....
matoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
na Beans—	
Standard, New Jersey, No 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
ing Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
d Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
rn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.85
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.....
as—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.85
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.85
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
ets—	
Standard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ccotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
paragus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
mpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
inach—	
Standard, Maryland, No. 3	1.05
ur Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

ricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.75
rtlett Pears—	
Extra, No. 3	.....
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
hite Cherries—	
Extra, No. 3	.....
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
aches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
aches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
aches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

ples—	
New York State, No. 3	.90
" " No. 10	2.75
ackberries—	
In syrup, No. 2	1.35
In water, No. 2	.....
erries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
aches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
ars—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.25
" water, No. 3	.90
ums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
aberries—	
Maine, in water, No. 2	1.40
awberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15.00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	.....
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.50
" No. 1, 2 doz.	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ½ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ½-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ½-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ½s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ½s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ½s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ½s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. In box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. In box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. In box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. In box.....per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes ln case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—	Per can.	Per
12 lbs. ln box.		
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. ln box	.18⅛	2.20
¼-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. ln case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—	Per
6-lb. boxes, 24 boxes in case.	
Sweet Vanllla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes ln case	.50
Mllk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. ln box, 20 boxes in case.	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tln
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ⅛-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets ln box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent slze, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ⅛-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.50

Continental Paper Bags—
Net price per 1,000—500 ln a bundle

Golden Rod		Mayflower	
¼ lb.	.63	¼ lb.	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1.32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—	
All No. 1 Manllla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams ln bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter, Parchment—	Per pkg.
9x12, 1000 sheets	1 18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good " 200 "	6.25

Butter, Wax—	Per pkg
9x12, about 480 sheets	.22

Bags, price per M—

Slzes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.66	.56
½ "	10M	.79	.69
½ "	8M	1.09	.91
2 "	6M	1.40	1.17
3 "	5M	1.65	1.42
4 "	4M	2.10	1.73
5 "	3M	2.35	1.98
6 "	3M	2.87	2.43
8 "	2M	3.38	2.85
10 "	2M	3.78	3.20
12 "	2M	4.38	3.70
14 "	1M	5.60	4.65
16 "	1M	5.95	4.95
20 "	1M	6.70	.....
25 "	1M	7.38	.....

Flour Sacks, satchel bottom— Majestic Ex. Heavy	Plaln per 100
12½ lbs., ¼ bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

No. 2, Manilla, light weight—	Per lb.
12 ln. rolls	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾

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Silk Fibre, No. 1—	
9 in. rolls	.05
12 "	.05
15 "	.05
18 "	.05
20 "	.05
24 "	.05
30 "	.05

Paper Towels—	
25 rolls, 150 towels each, wlth holder and basket, per case	4.50
25 roll lots "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz.	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family slze	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3.00

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivlns' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Water	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon.	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Palls
Chocoroon	.20
Fruit Dessert	.18

Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvanla, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz per doz.	1.40
" " wlth horseradish "	.....
" large, 1 doz "	2.00
" " with horseradish "	.....

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Weln Senf, bbls per gal.	.....
" 1-gal. stone jars per jar	.85
" 5-gal. kegs per keg	3.50
Prepared Mustard, bbls per gal.	.....
" 15-gal. kegs "	.....
" 10-gal. kegs "	.....
" 5-gal. kegs per keg	1.75
" 2-gal. pails per pail	.90
" 1-gal. pails "	.50
Prepared Special, wlth spoon, 2 doz. per doz.	.95
" sifting top, 2 doz "	.46
" with horseradish, 2 doz "	.97

Imported and American Fancy Cheese.

Emmenthaler Swlss, selected, tub	.....
" " loaf, less	.....
Sap Sago, 3 to lb cask, per lb.	.....
" " less than cask, "	.....
Roquefort 12 in case, "	.....
" less than case, "	.....
Parmesan, about 30 lbs loaf, "	.....
" less than loaf, "	.....
Edam, 12 in case case	.....
" single	.....
" in tin per lb.	.....
" 1-lb. tins per case	.....
Camembert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase per doz.	.....
American Swiss, No. 1 loaf	.....
" " less than loaf	.....
" square loaves, No. 1, about 25 lbs. each per lb.	.23
Limburger, No. 1 box and ½ box	19
" less than ½ box	20
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 1 "	.22
English Dairy "	.24
Pineapple, picnic slze, 6 ln box per box	3.00
" gem size, 6 in box "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small slze	1.45

	Per box.
Fromage de Brie, M. C. C., 1 ln box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight per lb.	.....
Welner Wurstel, 16 in tin per doz.	.....
" 8 ln tin "	.....
Imported Cervelat Sausage, Roiff's per lb.	.....
Imported Frankfurters per doz.	.....
Goose Breast, imported, marked welght, per lb.	.....
Pate de fois Gras, small per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29	.30
" (Diamond S.)	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami (Circle S.)	.29	.....
" (Diamond S.)	.28	.....
" (G. A. P.)	.....	.....
Landjager, short per lb.		.35
" long "		.....
Mortadella, dry "		.....
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.22
Smoked Braunschweiger Liver Sausage "		.20
Lachs Ham "		.43
Petit Delicatess Frankfurters, plaln. per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beef Balogna per lb.		.22
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage (special), truffle, goose or sardellen per lb.		.35
Smoked Thuringer Blutwurst "		.....
" Pfefferwurst "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, plnt glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trips, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	.....
" 5-lb. pails per pail	.75
" 10-lb. palls "	1.45
Beef Salad, ln glass	2.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots per keg	1.25
Milkers, Y. M per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Mllkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Mllkers, " bbls	.....
" " ½ bbls	.....

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Marinirte Herring, Imported, about 40 ln pall	2.75
Roll Herring, imported, about 25 in pail	.....
Spiced Herring, Imported, about 40 in pail	.....
Norway Stockfish, dry per lb.	.22
Matjes Herring plece	.....

Bismarck Herring.

Round tins, with key, pint per doz.	2.65
" " quart per tin	.42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tln	1.30
" 2-quart tin	.75
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand per keg	.....
" 5-lb. pails per pail	.....
" 10-lb. pails "	.....
Cut Spiced, 10-lb. palls "	.....
" 5-gal. keg per keg	.....
Russian, ln glass jars per doz.	.....

Norway Anchovies.

Fancy, keg	.....
" ⅛ keg	.....
" ¼ keg	.....
" ⅛ keg per doz.	3.00
Original package per ⅛ bbl.	.....
Repacked, 5-lb. palls per pail	.....
" 10-lb. pails "	.....
" 5-gal. kegs per keg	.....
" ½-lb. flat tins per doz.	.....
" ½-lb. tall tins "	.....
" 1-lb. tall tins "	2.10

Salt Sardellen.

Original packages, 1902 per anker	.....
Repacked, kegs, about 8 lbs per keg	3.25
" pint jars per doz.	5.25
" large tumblers "	.....
" small tumblers "	2.00

Russian Caviar.

1-lb. tins per doz.	.....
½-lb. tins "	.....
¼-lb. tins "	.....
⅛-lb. tins "	.....

German Dill Pickles—Regular Siz

60-gal. casks, about 2000 per cask	.....
50-gal. bbls., about 1200 per bbl.	12.00
15-gal. kegs, about 500 per 100	.....
10-gal. kegs, about 300 "	.....
5-gal. kegs, about 150 "	.....
10-lb. pails, about 50 per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	.....

Domestic Sourkrout—Long Cut.

60-gal. casks per cask	.....
48-gal. bbls per bbl.	5.50
10-gal. kegs per keg.	2.00
5-gal. kegs "	1.15
10-lb. pails per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) per lb.	.....
Spitzkugein "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 in pkg., "	.....
Amandines, 9-lb. tins per tin	.....
" small tins "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs. per bag	.....
Green Kern per lb.	.35
Potato Flour "	.09
German Dried Pears "	.....
Dried Mushrooms "	.....
Juniper Berries "	.08
St. John's Bread "	.....
Bay Leaves "	.08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.13
½ bbls., about 180 lbs	.13
Tubs, about 65 lbs	.13

CHEESE.

New York, full cream, fancy, old, 40 lbs	.....
" " choice, new, 35 lbs	.17
Picnics, full cream, fancy, new, 20 lbs.	.18
Swiss, domestic, about 30-lb. blocks	.24
" " about 70-lb. loaves	.....
McLaren's, medium, 2 doz per doz.	1.35
" Club, 2 doz "	1.00
Red Edam each	1.65
Philo Cream, 1 doz. 10c. size per doz.	.95
Elkhorn Pimento, 1 doz "	1.40

EGGS.

	Per do
Nearby, candled and selected, 30 doz	.33
Western, selected	.32
Milhen Farm	.36
Awltru, packed in cartons	.34

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FANCY GROCERIES.

ıond Staple Paste, 5-lb. cans.....per lb.	.33
:hovies, in oil, 6 ring bottle.....per doz.	5.25
" " 3 ring bottle..... "	3.25
)ers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
ıton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case "	.....
" small, 24 to case..... "	.....
:rries in Maraschino, glass, 1 doz.. "	7.00
m Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
rie Powder, pints..... "	3.75
" 4 oz..... "	2 40
" 2 oz..... "	1.50
nch Peas, extra fine.....per case	21.00
Cann's Irish Oatmeal—	
·lb. cans.....per doz.	3.35
·lb. cans.....per tin	.70
ı-lb. cans..... "	1.65
ntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
'etit Beurre.....	.33
)inner.....	.42
reakfast.....	.42
l Pepper, ring, pints.....per doz.	1.25
" " ½ pints..... "	.60
, stone jars, 4 doz.....	1.75
eodore Marquett Mushrooms—	Per case
'irst choice.....	41.00
'hoice, 100 tins.....	39.00
lotel, 100 tins.....	36.00
ıffles—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
imps, pickled, small size.....	1.20
" Dunbar's, 2 doz.....per doz.	2.75
s in Cordial, Bishop's, 1 doz..... "	6.50
'stalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
ıe Juice, Rose's..... "	5.00
tor Rose Water..... "	2.25
' Peach Water..... "	2.25
ed Olives..... "	5.25
: Franco-American Food Co.—	Per doz.
roths for invalids, all kinds, ½ pints, 4 doz.	1.40

)UILLON CUBES AND LIQUIDS.

ero Bouillon Cubes—	
'er tin, 100 cubes.....	1.70
" 50 cubes.....	.90
'er doz. tins, 12 cubes each	2.75
eko Clam Bouillon—	
7-oz. bottles, 1 doz.....	2.00
4-oz. bottles, 1 doz.....	3·75
eko Tomato Bouillon—	Per doz.
'int bottles.....	6.00
'uart bottles	9.00
allon jugs.....each	2.75
›ig's Oxo Cubes—	Per doz.
2 4s, 10c. size.....	.85
2 10s, 25c. size.....	2.00
ans, 100 cubes.. .....per 100	1.65
ıour's Beef, Clam and Cbicken Cubes—	
mall boxes, 12 cubes, 1 doz.....	2.50
Iedium boxes, 50 cubes .....per tin	.90
arge boxes, 100 cubes..... "	1.70
ıour's Concentrated Bouillon—	
ars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
ıour's Tomato Bouillon—	
ottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
ancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

ıour's Solid Extract of Beef—	Per doz.
ars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
ıour's Fluid Beef Extract—	
ottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
esota	8.25
g Midas	8.85
d Medal	8.35
lbourne	8.40
Top	8.65
sbury's Best.....	8.25
per Idem	7.30
le of the West.....	7.45
beam	7.35
ker.....	8.05
e Seal.....	7.35
ny White	8.40
cker's Best.....	8.05
uth Imperial.....	8.00

Prepared Flours.

cilla Prepared Doughnut, Cake, Ginger-bread and Tea Biscuit Flour—	Per case
doz. 14-oz.....	1.44
doz. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

ker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
le Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s	2.60
sto, 18 pkgs	1.55
t Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s.....	1.30
o Buckwheat Mixture, 30 10c. cartons.....	2.25
o Paucake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.07¼
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel.....	6.00
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	3.30
Yellow, split, domestic. 1 bushel bags.....	3.40
Lentils—	Per lb.
00000, 2 10-lb. bags.....	.12½
Less quantity	.13

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.02½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.02½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per	.80
Pearl, 100-lb. bags.... .....per	30
Grits, 100-lb. bags..... "	'5
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	
Barley—	
No. 2, 100-lb. bags.....	2.50
No. 3, 100-lb. bags.....	2.50
Oatmeal—	
B, bbls.....per bbl.	5.61
B, 100 lbs.....per keg	2.71
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.35
" 90 lbs .....per keg	2.80
" 90 lbs.....per sack	2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.90
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1. 00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china. 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.75
" yellow family, 10s	1.75
Quaker F. S. Hominy, pearl or gran., 24s	1.75
" " 10s	1.75
Mother's Hominy, pearl or gran., 24s.....	1.75
" Cornmeal, No. 2, white, round, 24s.....	1.75
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.55
Saxon Wheat Food, 24s	2.80
Mother's Wheat Hearts, 18s.....	2.10
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.80
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3·45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	3.80
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.35
Schumacker XXX Graham, 10 10s-20 5s..	3.45
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "1-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	27.00	14 10	7.25	1.60
Ex Shore, No. 2	200-240	25.00	13.10	6.75	1.50
Ex. Shore, No. 3	290-340	24.00	12.60	6.50	1.45
Ex Shore, No. 4	390-440	23.00	12.10	6.25	1.40
Irish, No. 3	350-380	20.00	10.60	5.50	1.25
Irish, No. 4	400-450	19.00	10.10	5.25	1.20
Irish, No. 5	460-500	18.00	9 60	5.00	1.15
Large Cape Shore	100-120	18.00	10.10	5.25	1.20
Med. Cape Shore	160-180	20.00	10.60	5.50	1.25

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes.....per lb.	.13
Smoked Salmon, whole fish..... "	.38
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.15
Bass Native	-.09
Salmon, fresh.....	.18 -.20
Eastern Cod	-. 10
Croakers	-.04
Large Hake	- 07
Haddock	-.06
White Cat Fish.....	-.15
Red Cat Fish.....	-. 12
Spanish Mackerel.....	-.....
Snappers .. ..,.....	-.12
Eels	-. 12
Rock Fish.....	-.....
Lobsters.....	-.37
Flounders	-.10
Large White Perch	.....
Sea Bass	-.07
Blue Fish.....	.20 -.23
Porgies.....	-.08
Fresh Mackerel.....	-.15
King Fish	-.10
Weak Fish	.07 -.10
Butter Fish.....	-.06
Tile	-.06

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums, pitted—	
Extra choice Red, 25 lbs	.11¾
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	
Poppy brand, California, 12 pkgs.....per box	

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¾
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ¼-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 24 to case	3.90
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08½
Fancy, hand picked	.06½
Virginia, choice	.05½
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per g
Pure Cider, 45 grain	.1
" 40 grain	.1
Distilled, 45 grain	.0
" 40 grain	.0
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white.....per gal.	.2

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.1
" " 10–12 lbs	.1
" " 14–16 lbs	.1
" Skinned Hams	.2
" Cooked Hams	.3
" Bacon	.2
" Dried Beef, insides	.3
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	.1
" Skinned Hams, 18–20 lbs	.2
" Picnic Shoulders	.1
Hams, skinback, 18–20 lbs	.2
" 14–16 lbs	.1
" 8–12 lbs	.1
Picnics, 6–8 lbs	.1
Dried Beef, sets, city smoked	.2
" tenders and knucks	.2
" air dried, sets	.2
" " tenders and knucks	.2
Brisket Pork	27.5
Jersey Pork, butt.....per bbl.	26.5
" family "	27.5
Breakfast Bacon, rib in	.2
" boneless	.2
S. P. Bellies, 14 lbs. average	.1
Bologna, 25-lb. boxes	
Boiled Boneless Ham	.3
Beef Tongues, smoked, 5–6 lbs.....per lb.	.2
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.8

SCRAPPLE.

	Per
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.(
3 doz. 12-oz. cans	2.5

LARD AND COMPOUNDS.

	Per
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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ity Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	10.25
No. 5 tins	12 in crate	10.32
No. 3 tins	20 in crate	10.40
ompound—		Per lb.
Tierces and tubs, about 340 lbs		.11½
60-lb. tubs		.11⅝
10-lb. tin pails, 60 lbs		.12¾
5-lb. " 60 lbs		.12⅞
3-lb. " 60 lbs		13

DRESSED MEATS.

ity Dressed Stock—		Per lb.
Steers	.11	-.14½
Heifers	.10½	-.13½
Cows	.08	-.12
Veal Calves	.13	-.16
Extra Calves	....	-.18
Southerns and Barnyards	.10	-.12
Country Dressed	.13	-.15
Extras	....	-.17
Sheep	.14	-.15
Extra Wethers	....	-.16
Lambs	.15	-.17
Extra Lambs	.18	-.19
Hogs	....	-.14½

BUTCHERS' SUNDRIES.

resh Steer Tongues	each	-.80
ow Tongues	....	-.60
alf Heads, scalded	.50	-.75
weetbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
alf Livers	"	.25 -.30
eef Kidneys	per doz.	1.25
eef Livers		.10
xtails	per doz.	1.20
earts, beef	per lb.	.05
olls, beef		16.00
enderloin, beef, western		.22
resh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

urkeys—		Per lb.
Frozen, Young hens and toms	.34	-.36
" Old toms	.30	-.32
" Common to good	.20	-.25
Fresh killed	.30	-.32
roilers—		
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.36	-.40
Near-by, fresh killed, 2 to 4 lbs. per pair	.36	-.40
Frozen, 3 to 4 lbs. per pair	.35	-.38
oasting Chicks—		
Frozen, 4 to 5 lbs. each	.27	-.30
" 3 to 3½ lbs. each	.27	-.29
owls—		
Fresh killed, 4 to 5 lbs. each	.23	-.24
" 3 to 3½ lbs. each	.22	-.23
ld cocks	.17	-.18
ong Island Ducks, fresh killed	.22	-.23
uabs—		Per doz.
Prime, fancy, large	5.00	-5.50
Mixed	3.00	-4.00
Small and dark	2.00	-3.00

LIVE POULTRY.

oring Chicks—		Per lb.
1½ to 2 lbs. each	.23	-.25
Large	.23	-.25
owls	.21	-.22
ld cocks	....	-.14
ucks—		
Young	.17	-.18
Old	.14	-.15
urkeys	.24	-.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

llies—	Per doz.
Ritter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,	1.20
Schimmel's, 8-oz. tumblers	.90
National, 16 oz., 2 doz	.90
" 3-lb. tins, net weight	2.20
eserves—	Per lb.
Schimmel's, pure, 12-oz. jars, 2 doz. per doz.	1.65
National, 30-lb. pails	.09¾
Southwark, 30-lb. pails	.07
ms—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.45
Southwark, assorted, jars, 2 doz	.95
range Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.60
ruit Butters—	Per doz.
Apple, Southwark, 30 lbs. per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz. per case	1.67½
" Schimmel's, 30-lb. pails. per lb.	.07
" " 3-lb. slip cover tins, 1 doz. per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz. per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz. per doz	3.25
" Mother Cook's, No. 14, 2 doz. doz.	.85
Peach, 30-lb. pails. per lb.	.07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.18
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quinine	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry... No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2.85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.06
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.45
" 140-lb. cotton bags	.80
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz. per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.15

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ¼-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuble's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

	Per gross
Vulcanol—	
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3.00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18.00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1.20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2.00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.95
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
irkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz ..... .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04¼
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	3.10
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	.04½
" 20 1-lb. pkgs	.04¾
Hoosier, 40 1-lb. pkgs	.04¼
" 20 1-lb. pkgs	.04½
P. Bros. Pulverized, bbls.	3.25
Hoosier Pulverized "	3.10

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03⅝
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	4.25
" 48 3-lb. cartons	4.25
" 12 6-lb. cartons	5.25
Hoosier, 24 5c. cartons	.80
" 10 3-lb. cartons	3.45
" 50 lb. cartons	3.00
P. Bros., 50-lb. cartons	3.25

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs	per lb.	.06⅞
Weikel's, 24 pkgs	per doz.	.90
Bird Gravel—		
Red, 36 pkgs	per doz.	.95
Silver, 36 pkgs	"	.95
Bath Brick, 24 bricks	per box	1.00
Toothpicks, Eureka, 100 boxes	per case	1.80
" Saginaw, 3 doz	per doz.	.38
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—		
Sticky	10 cartons	2.35
Tanglefoot	10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz	per doz.	.20
Poison	1 doz. sheets	.20
I-X-L Poison	50 envelopes	.60
Wire Fly Swatters, leather bound	per gross	3.85
Wax, white and yellow	per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	2.85

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½

Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40

Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.3
" medium, 2 doz	1.4
Golden Tree, large, 1 doz	2.4
" medium, 2 doz	1.4

WOOD AND WILLOW WARE.

Brooms.

No.	Per d
6, R. P., fancy	3.2
7, "	3.5
6, Household	3.0
7, "	3.3
6, Monogram	3.5
7, "	3.9
Daisy	2.7

Washboards.

Single Zinc—	Per d
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per d
Painted, 2 hoops, flat	1.7
" 3 hoops, flat	1.8
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	1.
" 2 lb. "	1.

Clothes Pins.

5 gross, per box	.6

Mops.

O-Cedar—	Per
Polish Mop, large size	15.
" smaller size	9.
Triangle Mop, large size	15.
" small size	9.
Dusting Mop, black, large size	15.
" " small size	9.

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per
1, Extra fancy large grass	1.
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	Per
No. 34, fibre, strap handles	1

Shoe Brushes.

With Handles and Daubers—	Per
No 0, All Mexican fibre	
No. 1, Prepared fibre	1
No. 7, All pure bristles and full	1
No. 16, All pure bristles, socket dauber, solid back	2

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	1
No. 10, A	2

Dusting Brushes.

No.	Per
7X, 10c. size	
8, Gray, patent fibre	1
18, All horse hair	1
21, " white tipped	2

TOBACCOS—PLUG.

	P
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	6
Greenback	6
Honest	6
Miners' Extra, 10c. size	11
Pipe Smoking, 5c. size	5

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6
Sensation, ⅙ gross	6
Wild Rose, ⅓ gross	6
Omega	6
Union Leader	6
Red Man, ¼ gross	6

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

Com RR

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, August 21, 1916. No. 8

No man can be one hundred per cent. efficient who drinks even one glass of beer a day. In this day a merchant who can succeed without being one hundred per cent. efficient is a rare exception to the rule. For those outside the exceptions even one glass of beer a day is a stone about the neck.

The Balance of the Federal Trade Commission's Bookkeeping System for Retailers. Did You Read Last Week's Installment?

Something That Happened to a Retailer Who Signed Some Promissory Notes for a Scheme Jewelry Concern. More About a Familiar Fraud on Retail Merchants.

"The Stroller" Gives Some Views on the Condition of the Retail Grocery Business.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

Heinz Vinegars

are now sold in original glass packages, filled and sealed in the Heinz establishment. Our magazine and street car advertisments are telling your customers that this method retains the natural fine flavor and aroma of Heinz aged, mellowed vinegars.

The Heinz package protects and benefits you, too. The grocer who sells Heinz Bottled Vinegars has absolute guarantee that he is complying with the pure food laws. Furthermore, he is spared the trouble of drawing vinegar from a barrel, and freed from the losses always connected with bulk measuring.

The Heinz salesman will supply on request attractive envelope inserts which you can enclose with your customers' bills and which tell your customers about Heinz Bottled Vinegars.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers USE HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Makes No Difference

where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

TRY SOME AND YOU WILL ALWAYS USE THEM

SAMPLES FREE. NO OBLIGATION

Forbes Indexed Coupon Books

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, Coshocton, Ohio



A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association

Modern Merchant
AND
Grocery World

Published every Monday.

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Here is the Balance of the Federal Trade Commission's Bookkeeping System for Retailers

In Order to Teach Retailers to Know Their Costs, So That They May More Intelligently Meet Competition, the National Body Has Devised a Simple, But Complete Method by Which Retailers May Keep Their Books So as to Constantly be Informed as to Where They Stand.

[The Federal Trade Commission has found that the majority of retail merchants do not know accurately the cost of conducting their business for which reason they are unable to price their goods intelligently. There must be decided improvement in this direction before competition can be placed upon a sound basis and before we can expect a decrease in the heavy business death rate among retail merchants.

With the object of aiding retail merchants to improve their accounting methods, the Commission has outlined a simple system of accounts which provides for supplying the information necessary to properly direct a retail business. It was announced in a recent issue that this was being done and would shortly be issued. The Commission has sent a copy of the system to the "Modern Merchant and Grocery World" and requested its publication. The first installment appeared last week, and this is the balance.—Ed.]

15. Accounts Payable—Trade Creditors.

Credit this account with merchandise bought on account, the amount being carried to this account monthly from the total of the Invoice Book and charge it with all merchandise returned and reductions (Journal), and payments made and discounts taken (Cash Book). Balance of this account must agree with the sum of the balances of trade creditors' accounts.

16. Accounts Payable—Others.

Credit this account with amounts owing to creditors other than trade creditors.

17. Accrued Interest Payable.

Credit this account at the end of the period with interest accrued (not yet paid) on notes, etc., due others, charging "Interest Account." When the interest is paid it is charged to "Accrued Interest Payable."

18. Accrued Salaries and Wages.

Credit this account with salaries and wages earned and unpaid at the end of each month and charge the proper expense accounts. When payment is made this account is charged and closed out and the balance of the payroll charged in the regular way.

19. Accrued Taxes.

Credit this account with the taxes due up to the end of each month, charging the proportionate amounts to the accounts in which they belong. When the taxes are paid this account will be charged.

20. Proprietor's Drawing Account.

Charge this account with all withdrawals of cash (not salary). At the end of the period the amount of this account is closed into proprietor's capital account.

21. Mortgages Payable.

When a mortgage is placed upon real estate (or assumed at the time of purchase) this account is credited. When paid it is charged.

22. Proprietor's Capital Account.

This account represents the proprietor's net capital. At the end of the period the net profit is credited to this account. The amount of his drawing account is then closed into this account. The balance of the account is his net capital at time of closing.

In the event of a partnership each partner's net capital would be shown in his respective account and the net profit (or loss) carried to the credit (or debit) of their accounts in agreed proportions. In the event of a corporation this account represents the amount of the issued capital stock and the profit or loss is carried to "Surplus" account.

NOMINAL ACCOUNTS.

23. Sales.

Credit this account with the total sales of all merchandise, the charged sales being taken from the total of the charge tickets for the month and the cash sales from the "Cash Sales" column in the Cash Book. Returns should be charged at selling price for all merchandise returned by customers whether for cash or credit. The difference in this account will be the net sales which is transferred to the credit of "Trading Account."

24. Sales Allowances.

Charge this account with any allowance given a customer not contemplated when sale was made. Allowances should not be charged to "Sales," but closed at the end of the period into "Trading Account."

25. Merchandise Purchases.

Charge this account with the face of the invoices of merchandise before deducting cash discounts. The account is also charged with freight, expressage, and drayage on merchandise purchased. Credit the account with any returns of merchandise made to manufacturer or wholesaler and with any allowances for defects in goods received from manufacturer or wholesaler. The balance of the account is transferred to the debit of Trading Account.

26. Salaries and Wages of Buying Force.

Charge this account with part of salary of proprietor, active partner, and manager or buyer and the wages of office force proportionate to the time given to buying. If, for example, the proprietor estimates altogether that he gave one-fourth of his time to buying and three-fourths to selling, then one-fourth should be charged to this account and three-fourths to "Salaries and Wages of Sales Force." Similarly, the estimated number of hours week given by any member or mem bers of the office force to buyin should be charged to this accoun

27. Miscellaneous Buying Expense.

Charge this account with th traveling expense of buying trip and other expense incurred in buy ing (not covered by account 26).

28. Salaries and Wages of Sale Force.

Charge this account with wage and other remunerations of sale persons, order takers, and all othe engaged in selling, both as regula and extra force; also with the pa of the salary of the proprietor, a tive partners, or manager, and the wages of the office force pro portionate to the time given to sel ing.

29. Advertising.

Charge this account with all ex penditures for advertising purpose such as space in newspapers an periodicals, space on street cars an billboards, circulars and postag thereon, advertising novelties, trad ing stamps, charitable donation window display, electric signs, et

30. Miscellaneous Selling Expens

Charge this account with the cos of wrapping paper, cartons, twine salesmen's order books, and a other items of direct selling ex pense not covered by "Salaries an Wages of Sales Force" and "Ad vertising."

BALANCE SHEET, JAN. 31, 1916.

	ASSETS.						
	CURRENT ASSETS.						
1	Cash on hand and in bank			$1,611	67		
2	Notes Receivable—Trade Customers			191	84		
3	Accounts Receivable—Trade Customers	$3,518	81				
4	Less Reserve for Bad Debts	33	56				
				3,485	25		
	Inventory of merchandise (at cost)			2,909	06		
5	Prepaid Insurance			100	14		
6	Accrued Interest Receivable				71		
	Total current assets					$8,298	67
	FIXED ASSETS						
7	Store Property	4,500	00				
8	Warehouse Property	1,975	00				
		6,475	00				
9	Less Reserve for Depreciation on Store and Warehouse	26	98				
				6,448	02		
10	Store Equipment			272	71		
11	Office Equipment			74	37		
12	Delivery Equipment			396	67		
	Total fixed assets					7,191	77
	Total assets					15,490	44
	LIABILITIES AND CAPITAL.						
	CURRENT LIABILITIES.						
13	Notes Payable—Trade Creditors	1,210	50				
14	Notes Payable—Banks	900	00				
15	Accounts Payable—Trade Creditors	3,685	72				
16	Accounts Payable—Others	485	00				
17	Accrued Interest Payable	19	23				
18	Accrued Salaries and Wages	82	00				
19	Accrued Taxes	7	75				
	Total current liabilities			6,390	20		
21	Mortgages Payable (warehouse)			1,250	00		
	Total liabilities			7,640	20		
22	Proprietor's Capital Account			7,850	24		
	Total liabilities and capital					15,490	44

Form C.

r. Salaries and Wages of Delivery Force.

Charge this account with regu- r and part time of employees en- aged in delivering and with the art of the wages of other employ- es, whether on sales force or office force, proportionate to the time given to delivery work.

32. Miscellaneous Delivery Expense.

Charge this account with all stable and garage expense, includ-

(Continued on page 14.)

You Retailers Who Sell Fish, or Could Sell Fish, Read These

[Contributed by the New England Fish Exchange.]

Every year the fishermen of the tlantic Coast throw away about en million pounds of fish which ave a high nutritive value. On rawl lines and in nets, along with od, haddock and other popular shes are taken about 400,000 oosefish, or anglers, or monkfish, s they are also called, weighing on he average 25 pounds each, and ielding, when butchered, steaks ontaining flesh-building material qual, pound for pound, to sirloin teak. The value of these fish is ot recognized and they are at pres- nt entirely a waste product. Were hey properly appreciated they vould be taken quite without effort nd are abundant all along the At- antic shores of the United States nd the adjacent ocean bottom. To he consumer they would constitute cheap and very wholesome food. n Europe the goosefish is highly valued. It abounds in the North Sea and other waters of Western Europe and is caught incidentally n the otter trawl and line fisheries. In former years it was discarded as worthless, but now it is always saved, and the annual consumption amounts to millions of pounds.

—

Custom, which had for a basis sound principles of health and hygiene, has made fish the Lenten food. This year, to those to whom the high price of meats and the rising prices of other food commodities, exclusive of sea foods, have for some months been a subject of serious consideration, the beginning of Lent affording a logical opportunity to serve more fish, will come as a welcome date. It is, of course, impossible to tell what the state of the fish market will be during Lent, for it is impossible for anyone to forecast the weather, and it is chiefly upon the weather that the price of fresh salt water sea foods are dependent. Indications are, however, that the market will be very well supplied during the coming Lent and that the wholesale fresh fish price will be normal.

—

The other day the writer was standing in a retail fish store. A woman entered and approaching a clerk stated that she wished to purchase a slice of steak cod. The clerk secured the steak, and, as he weighed it, asked if the purchaser wished it dressed to fry.

'Oh, no," she replied, "I want to make a chowder of it."

A finer example of inefficiency would be hard to find.

Steak cod was worth 18 cents a pound. It makes an excellent meal when fried, but to put it into a chowder would be like making a broth or a stew of sirloin steak.

Hake, haddock, or the head of a cod, makes a much better chowder. These cost considerably less than steak cod. For a quarter or a half of what the steak cod, which made a tasteless chowder, cost, the fair purchaser could have had three times as much of the proper material.

—

Herring generally is a very much unappreciated sea food. In almost every volume written on the subject of foods in France, French chefs lament the fact that herring, in French known as "hareng," the sweetest of fish, is not properly appreciated. The same condition exists in this country. The presence of many small bones, which makes it somewhat difficult to eat small herring, is the chief reason for this. Of all herring, the Newfoundland herring is the king. It is a great deal larger than the herring in New England waters, being as big as a good-sized mackerel. Consequently the bones are larger and easier to remove. The flesh of this variety has the same taste characteristic of its tribe, a taste well known to epicures.



Two Ways to Spell a Good Thing.

Teacher: "Spell dessert."
Bobbie: "Is it where the camels live?"
Teacher (severely): "Certainly not. It is the best part of dinner."
Bobbie: "Oh, I can spell that—

"J-E-L-L-O"

And then Bobbie adds: "My mother sends me to the store every week for Jell-O and we eat it all up."

Good thing for the grocer, isn't it?

The things that are good enough to be eaten up and create an appetite for more are the ones that are most profitable to handle in the grocery business.

Jell-O is made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each **10** cents.



THE GENESEE PURE FOOD CO., LeRoy, N. Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.



Are Your Customers Satisfied With Your Hams?

The fact that they don't kick isn't always certain evidence—do they buy ham regularly, or are you getting any new business on ham?

Liberty Brand hams, packed by us, are offered to you as hams that will satisfy your most particular customers—real trade makers. Sweet, tender, juicy—our own methods throughout the whole cure. No hams are **Liberty Brand** unless so branded.

We are advertising these hams to your customers. Be ready for the demand.

F. G. Vogt & Sons, Inc.

30th and Race Streets Philadelphia

WITH THE EDITOR

Refusing Retailers Credit Unless They Obtain Workmen's Compensation Insurance.

A subject which is beginning to attract considerable attention, is the effect on credit risks of the liability which now rests on all merchants who work under a workmen's compensation act. In other words, a jobber or manufacturer, in granting credit to a retailer doing business in a State having a workmen's compensation act, must now consider whether he is insured against employees' accidents. If he is, all right; the credit risk is not increased. If he is not, the credit risk is very considerably increased, for at any time the retailer may find his weekly expenses heavily increased through the necessity of having to pay large weekly sums to disabled employees or their families.

The following warning on the subject has been sent to credit men all over the country by Secretary J. H. Tregoe, of the National Association of Credit Men:—

> The importance of the question whether or not a customer, whose business is located in a State having on its statute books a drastic workmen's compensation act, has taken out protection against injuries for which he might be held liable, should not be overlooked. The workmen's compensation laws have introduced another element in the credit risk, in some States an element of serious consideration.
>
> The Pennsylvania law, for instance, is in truth drastic, and some unsuspecting retailers in that State, to whose attention the application of the law to their own affairs had never been called, have had heavy burdens cast upon them by reason of accidents to employees. In our credit statement forms, as well as credit investigations, cognizance of this matter must be taken, and also credit grantors should be prepared to inform their customers upon the main points of the compensation laws bearing upon their business.

The retailer who can insure himself against the risks of workmen's compensation, and does not, is an excessively foolish fellow, yet there are quite a number. Why wouldn't it be a good way of teaching them wisdom to refuse them credit unless they insure?

Let Them Lump It.

I note that the Master Bakers' Association, in convention in the West last week, decided to recommend an advance in the price of bread from 5 to 6 cents. At once the fateful news was wired over the land, and the Federal Trade Commission announced its intention of investigating any advances in bread from the ground up.

I take the liberty of giving the Master Bakers' Association a little advice. I should first consider very carefully whether there was any real need for an advance. Need for an advance doesn't mean *desire* for an advance, which like the poor, is always with us, often when there is no need at all. It means that raw materials which enter into bread, or labor, have advanced so much that bread can no longer be sold for 5 cents and leave a living profit to the dealer.

Noting the present cost of flour, I cannot see how the baker can get out whole without advancing his price, but I am not a bread man and my opinion without facts and figures isn't worth anything. The master baker will know.

If after a careful and unbiased examination of the subject, the master baker decides that bread should advance, then I should advance it, and if the Federal Trade Commission doesn't like it I should tell them to lump it. Nor would public clamor move me one fraction of an inch. Neither the Federal Trade Commission nor the public can properly object to a man's getting a living profit on his goods, and if my conscience was clear of all effort to get more than that, I should go serenely on my way and let anybody bark who wanted to.

Curing Predatory Price-Cutting.

One of the speakers who appeared before the House Committee on Interstate and Foreign Commerce to advocate the passage of the Stevens bill (which would give to manufacturers of trade-marked products the right to fix the wholesale and retail selling price) expressed the opinion that the following, to the manufacturer, was the chief evil of price-cutting:—

> Predatory price cutting causes the regular or non-price cutting dealers of the community to throw out of their stores the articles on which the price has been cut and finally the price cutter quits handling the article because it no longer has the power to draw trade, and the consumer is then deprived of all opportunity to procure it.

No doubt this is true and all predatory price-cutting should unquestionably be stopped. But how does the American Fair Trade League propose to stop it? By penalizing the *predatory* price-cutter in any way? No, by forbidding all retailers to base their selling prices on their costs and their needs of profit. By taking from retailers the power to say what profit they need to make and will be satisfied with and compelling them to charge the profit that the manufacturer fixes whether that be too little or too much. If a retailer, by good merchandising ability, finds he can sell at a gross margin of 25 per cent, say, where his competitor needs to get 35, he must lose this most valuable advantage because under the Stevens bill he must get 35 per cent whether he wants it or not.

If this isn't the most extraordinary cure for *predatory* price-cutting, I don't know.

Consumers Told How to Buy Meats in Hot Weather.

The Philadelphia Bureau of Healtn has issued the following to consumers on buying of meats in hot weather:—

> Meats spoil very rapidly during the hot weather, especially if not properly preserved by ice. The ingestion of partly spoiled or decomposed meat is responsible for a large number of intestinal complaints. Cooking, however, kills many of the poisonous germs and their toxins, but in some instances the toxic products are not destroyed in the process of cooking and, therefore, may give rise to symptoms of ptomaine poisoning. This is particularly true of sausage, cooked meats which have not been kept cool, shellfish and salads containing chopped meats.
>
> Some persons are very susceptible to the effects of foods with beginning putrefaction, while others may even show ill effects from fresh meats during the heated season, this being due to a peculiar sensitiveness to protein foods. Such persons should eat sparingly of meat at this time of the year.
>
> The sale and use of spoiled meats can largely be avoided if the housekeeper will learn to detect such foods as outlined in the following descriptions:—
>
> Fresh beef should be of a rosy red color, with cream colored, firm, elastic fat, and scarcely moist when touched with the finger. Do not buy wet, flabby beef that is pale or purple.
>
> Lamb or mutton should be firm, close-grained and light red in color, with fat that is white and hard.
>
> Fresh veal is pale red (unless milk-fed, when it is light) with firm white fat between the muscles and surrounding tissues and scarcely moist to the touch. Bad veal is soft, mushy, sticky and has a very red tinge, while the fat has a grayish lead color.
>
> Good pork is solid, has pure white fat and pink flesh. Do not buy pork that is soft and yellow.
>
> Poultry should be firm to the touch, pink or yellow in color and possess a fresh odor and unbroken skin. Stale poultry is flabby, bluish green on the crop and abdomen and has a bad odor; the eyes are sunken, there is a wasted appearance of the flesh of the head and the skin pulls apart easily.
>
> All shellfish should smell fresh, and the shells should close firmly when put into water or touched with the finger. Shellfish should be alive when cooked.
>
> Fresh fish should have red gills and moist, bright scales, clear eyes and should be firm and rigid when handled. Stale fish is flabby, has dull scales, the eyes are sunken and covered with a film, the gills are pale, or of greenish color, and the fish has a bad odor. All lumpy fish should be rejected, as the growth may be cancer.
>
> To detect decomposing meats in cans before opening, inspect the ends of the can, and if they bulge discard the can. This bulging is due to accumulated gases of decomposition that push the ends outward by force of pressue. Leaking and rusty cans should also be discarded.
>
> Canned meats should be free from mould. The odor of such meats should be the same as when freshly prepared. If the meat is putrid exposure to heat will make it possible to detect the foul odor.
>
> Smoked meats, fish and glassed meat products are bad when they have a rancid, sour smell, and when the color differs from the fresh product.

Another Scheme Recently Offered Merchants Smashed by the Post Office Department.

The Post Office Department during the week extended its fraud order against the International Automobile League and L. C. Bidwell, president, to include the Buffalo Automobile Supply Co., Buffalo. Since the first order was issued, August 3d, citing that the League had used the mails fraudulently to collect money on representations that it could secure automobile supplies at reduced rates for its members, letters were sent out by the League, post authorities declared, requesting that all mail be sent to the Buffalo Automobile Supply Co. Several subscribers asked this paper for advice about this scheme and were advised not to touch it.

The New York Letter

ho Shall Put "Cold Storage" on Held Eggs After Septem ber 1st? Farmers Go Scot Free From Laws Grocers Are Forced to Fight. Market Summary.

ecial Correspondence of "Modern Merchant and Grocery World."

New York, August 18, 1916.

An investigation made during the eek by the Bureau of Weights id Measures showed that while e law requiring food products to marked with the net weight has en rigidly enforced against gro- rs, it has apparently not been en- rced at all against farmers. The spectors found that 200 farmers lling produce in the various farm- s' markets in the city were paying attention to the requirement that l cases, barrels and crates be arked with the quantity of the ntents. A crusade will at once be stituted to compel the observance the act.

* * *

There is a sharp disagreement etween the local retail grocers and ie commission dealers as to who to put the words "cold storage" n the cold storage eggs which will be sold out of their original packages after September 1st. The commission men say that they can do it, but it will decidedly increase the price, whereas the grocers claim that they will not be able to do it at all because they have not the time or help. Evidently the Commissioner intends to enforce the order because he announced on Thursday that he would put thirty inspectors at work to protect consumers from imposition.

Summarized Market Conditions.

Tea quiet without change, holders still willing to make concessions. —Coffee steady as to Rio and Santos. Milds dull and unchanged.—Sugar unsettled, refiners offering granulated at 7 and 7¼ cents.—Salmon strong with light offerings, both red and pink Alaska very firm at high prices. Holders are asking $1 for pinks.—No change in canned vegetables. Prospects for tomato pack little less favorable. No change in canned fruits.—Wheat still very feverish and uncertain on account of crop reports. —Flour shows further advance for the week and very hard to quote. Spring wheat patents in car lots are now quoted at as high as $8.25. Flour demand very light.

Jobbing Grocers Protest Against Advanced Freights on California Products.

Representatives of Trade From All Over Country Appear Before Interstate Commerce Commission and Argue That the Rates Should Not Be Advanced at All, Certainly Not September 1st.

Special Correspondence of "Modern Merchant and Grocery World."

Wash., D. C., Aug. 17, 1916.

The scheduled hearings to decide whether the proposed increase in freight rates on California and Western products should go into effect September 1st, or later, have been held before the Interstate Commerce Commission during the week. The wholesale grocery field was well represented.

Among those who favored postponing the going into effect of the rates until at least January 1st next were President J. H. McLaurin, of the Southern Wholesale Grocers' Association, who said the Southern jobbers would lose $562,000 if the rates became operative now; First Vice-President Paine, of the same organization; W. W. Manker, of Armour & Co., who didn't think the rates should advance at all; Francis J. Rikard, of Milwaukee; D. F. Hurd, of Cleveland, Ohio; W. P. Tingley, Huntington, W. Va.; Charles Kimmich, Charleston, S. C.; D. A. Hening, Greenville, S. C.; Henry E. Sloan, Kansas City, Mo.; T. A. McGrath, of Minneapolis, Minn.

All the speakers protested against the advances on their merits, and all took the position that if they had to go into effect it should not be now, in the midst of the season. The increase in canned fruits and vegetables, all rail, is 36 per cent.; canned fish and salmon, 41⅔ per cent., and on dried fruits, 22 2-9 per cent.

The Interstate Commerce Commission reserved decision.

Holt.

See That Your Butter Is GOLDEN

It will sell faster, and you'll be able to get bigger prices for it. Tell your Dairyman to use

Dandelion Brand Butter Color

It means bigger butter profits for you.

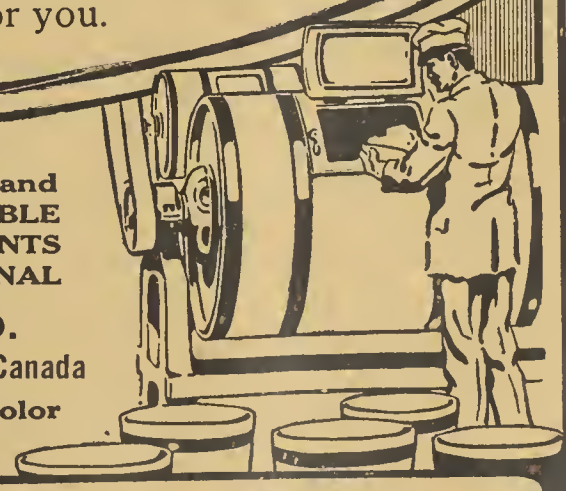


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.

Burlington, Vermont, and 200 Mountain St., Montreal, Canada

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand Butter Color

The color with the golden shade

What May Happen to You if You Sign a Scheme Concern's Note

The Plight of a Pennsylvania Retailer Who Signed Some Drafts for the Providence Jewelry Co. Which Wanted to Send Him Some Jewelery on Consignment. The Old Scheme.

Here is an interesting case which shows what trouble a retailer can get into when he signs a contract with a concern that he knows nothing about.

J. W. Guernsey is a retailer doing business at Scranton, Lackawanna County, Pa. Some time ago he signed a contract with an itinerant jewelry concern named the Providence Jewelry Co., whose promissory note scheme has been frequently commented on in this paper. The scheme is familiar. The Providence concern sent a salesman to Mr. Guernsey's store. He wanted to send him an outfit of jewelry. Mr. Guernsey was to simply put it on sale. An agent would be sent to canvass the town and drum up trade for it. Mr. Guernsey was to pay nothing until the jewelry was actually sold. He agreed, as he appeared to have nothing to lose, and the salesman then asked him to sign a number of notes or drafts. "There was no risk, they were only private memoranda and would not pass out of the Providence Co.'s possession." If Mr. Guernsey wanted to ship the jewelry back at any time he could do it and then the drafts would be sent back to him.

It looked good and Mr. Guernsey obligingly signed the drafts, which of course he should never have done. No agent went to the town to create a demand, and as there seemed to be no sale, Mr. Guernsey wrote the Providence Co. stating the facts and telling them he should ship the goods back. They did not reply and he still has the jewelry. Here was the second mistake. He should have shipped it right back anyway.

The next step in the fraud was the serving on Mr. Guernsey of notice by a stranger that he had bought the drafts and wanted them paid. This is the old, old trick of getting the notes and transferring them to a third person, who under the law can collect them even if the maker has a good defense against the payee.

Mr. Guernsey refused to pay the drafts and then his trouble began. The "third party" who claimed to have bought the drafts entered suit. Of course at that point Mr. Guernsey had to engage a lawyer. The case finally came up in court and the judge threw out all his defenses and told the jury to find a verdict against him for $451.58. The judge's view of the law was as follows:—

> The suit is founded on a series of negotiable instruments, not in the hands of the original party to whom Mr. Guernsey gave them, but in the hands of a third party, and it is a peculiar characteristic of negotiable paper like a draft or check that it passes from hand to hand without any ifs or ands and without any luggage at all, just like currency, so that no matter what defense one might have against the original party to whom it was given, when that negotiable paper gets into the hands of a third party it is free, free from any defense unless he take it under circumstances to put him upon suspicion. And the presumption of law is that a holder who comes into court and has in his possession such a draft, such a check or such a bank note, took it in the ordinary course of business, and therefore free from any dispute that might arise between the original parties to it. In order to defeat his recovery the maker or acceptor has the burden of showing that the present holder took it under circumstances of suspicion, and in the absence of any proof of that kind, here I feel constrained to say to you that no matter though Mr. Guernsey may have been imposed upon by the man with whom he dealt, no matter how much he may have been stung, that, so far as the present showing goes, the executors of Mr. Cochran who are now here suing on these drafts are entitled to recover. A very great judge in this State has described a negotiable instrument as a "traveler without luggage," and when it passes from hand to hand without any notice of any equity the original maker may have, that holder is entitled to the face of the instrument and any interest that may have accrued upon it.
>
> There are four drafts here each in the sum of $80.50, therefore aggregating $322. The interest has been accumulating since 1907, and it amounts to nearly $130 now, so that your verdict will have to be taken in favor of the plaintiff in the aggregate amount, both principal and interest, of $451.58. The clerk will take your verdict accordingly.

This was of course pretty disheartening, and at this juncture Mr. Guernsey had to arrange for more legal services. He appealed the case and to his great delight, the Appeal Court reversed the lower court's decision in a technical opinion which held that the lower court had erred in refusing to hear certain of Mr. Guernsey's evidence and the case would have to be heard again. In the course of the opinion, the Appeal Court said this:—

> It is as much a fraud to obtain a paper for one purpose and use it for a different and unfair purpose, as to obtain it by fraudulent statements. Applying the principle that a party is presumed to contemplate the natural consequences of his own act, it would require no straining to say that not only would a fraud be perpetrated if the scheme under which the defendant was induced to sign these papers is carried out, but also that a fraud was actually intended. The case may present an entirely different aspect when the evidence is in and the plaintiff has been given an opportunity to rebut it. All that we decide is that the defendant should be given an opportunity to prove the facts alleged in the offer.

Now that Mr. Guernsey is to b allowed to prove the way in whic the fraud was practiced on him, w have no doubt that this time the will be a verdict in his favo *but*—

Even if he wins he loses—h time, his peace of mind and th money he will be obliged to pay h lawyer. And he is not through wi the matter.

No man knows what will ha pen to him when he signs a prom issory note.

Weekly Window Display Suggestions



Saratoga Chips Display.

This makes an attractive display and is sure to please. Almost every grocer sells them prepared. However, it would be a good idea to suggest the articles necessary to make homemade ones. First cover the bottom of the window with white crepe paper. Directly in front, on a large linen napkin, place a long glass tray containing some of the chips. Back of this, and in the center, place a pyramid of choice potatoes, and on one side arrange a pyramid of 5-cent packages of the chips, and on the other, a pyramid of 10-cent packages, with a sack of salt between. To the rear place a pyramid of lard in cans and at each side a pyramid of bottles of cottonseed oil. To make this pyramid arrange double rows of bottles and place small pieces of plate glass between, or thin boards may be covered with white crepe paper. Run a width of white crepe paper across the back and above it suspend a large sign card. Also place long, neat sign cards directly in front, as shown in illustration.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, ng understood that we do not hold ourselves responsible for any views expressed therein. All com-:ations must be accompanied by the writer's name and address as an evidence of good faith, but not sarily for publication. All inquiries within our power to answer will also be noticed in this department.

Cheese Cutter Wanted.

Mechanicsville, N. Y.,
August 15, 1916.

the Editor.

Dear Sir:—Kindly inform me ough your columns where I can chase a limburger cheese cutter, a switzer cheese cutter.

Yours truly,
H. B. DUGAN.

H. F. Heacock, 51 North Second et, Philadelphia.

* * *

Low-Priced Candies, etc.

Republic, Pa., Aug. 9, 1916.

the Editor.

Dear Sir:—I want to find out ere I can buy candies to sell for cents per pound, also dry goods naware and cakes.

Let me hear soon.

Yours truly,
GEORGE SANTO.

For candies—H. M. Lakoff, 316 rket street, Philadelphia.

For dry goods—F. C. Rollmann Co., 214 Chestnut street, Philaphia.

For chinaware—Fisher, Bruce & ., 221 Market street, Philadela.

* * *

Maker of Children's Dresses.

Smithfield, Pa., Aug. 16, 1916.

the Editor.

Dear Sir:—Can you give me the ne of one or more manufactur- who manufacture children's sses for the different seasons of year in ages from 1 year old 16 years old?

Yours truly,
J. FRANK SMITH.

Eagle Manufacturing Co., 332 rket street, Philadelphia, or sk & Bass, Broad and Wallace eets, Philadelphia.

* * *

Dairy Addresses.

Charleroi, Pa., Aug. 5, 1916.

the Editor.

Dear Sir:—Please give the ad-ss of cheese makers and shippers Wisconsin.

Do you know who makes the ue Label brick cheese? If so, me know, and oblige,

Yours respectively,
AUG. MAHIEU.

The "Chicago Dairy Produce," Chicago, can give you the addresses of cheese shippers.

Blue Label brick cheese is made by Grunert Cheese Co., 21 W. Illinois street, Chicago.

* * *

Maker of Niagara Starch.

Allentown, Pa., Aug. 10, 1916.

To the Editor.

Dear Sir:—Can you give us the manufacturer of Niagara starch? This is a laundry starch under the brand of Niagara.

If you can give us this information in the stamped returned envelope enclosed it will be highly appreciated. Yours very truly,
L. F. GRAMMES & SONS.

The Corn Products Co., of New York, make Niagara starch.

* * *

A Printer of Sign Cards.

Reading, Pa., Aug. 16, 1916.

To the Editor.

Dear Sir:—Will you kindly put me on to some printer who puts up marking cards for chain groceries, and oblige,

Yours truly, J. H. CASSEL.

Grocers' Printing Co., 31-33 N. Second street, Philadelphia.

* * *

From the Nelson Scheme.

Philadelphia, Pa., Aug. 14, 1916.

To the Editor.

Dear Sir:—We note in your publication of August 7th an article headed, "More About the Albert Nelson Co-operative Scheme."

For you and your client's information we beg to state as follows:

The Nelson Grocery Buyers' Association, which is the corporate name and the one now used by us, is a straight and above-board plan to put the retail grocer on a competitive basis with the chain cut-price store by buying his merchandise considerably cheaper than he is buying at present.

Your article states, "The Albert Nelson Co. consists of one Albert Nelson, who has had some but not important experience and extremely limited capital."

In answer, Mr. Nelson is one of our organization and has had twenty years in the retail and chain-store buying.

As far as capital is concerned, we are not largely capitalized at present because we need little capital, but our stockholders are capable and willing to finance the company as needed.

You advise your clients not to pay $90 per year until the plan has proved feasible. So do we. Therefore we put a clause in the contract giving the grocer the privilege to cancel the contract at any time within thirty days from signing, because if we don't make good within thirty days for them we don't want their business.

In regard to saving the grocer 33 per cent.—we can save on some articles, but we emphasize—our saving will average 7 per cent. on the general line of groceries.

You state that freights and shipments will be another drawback. We have also figured on this problem and the freight expense will be a small item when compared with the saving we will make for them.

In other words, if we can't succeed for the grocer we can't succeed for ourselves, and we will succeed.

Thanking you for the privilege of answering your article, and always open to the fullest investigation, we are, Very truly yours,

J. NETTER,
Treasurer Nelson Grocery Buyers' Association.

Meat Packers Accused Again.

Formal complaint charging Swift & Co., Armour & Co., Cudahy & Co., Morris & Co., and other meat packers with violating the anti-trust laws and engaging in unfair business methods and monopolistic practices was filed last Wednesday with the Federal Trade Commission by Representative Doolittle, of Kansas. A prompt and thorough investigation of the live stock industry was asked. Representative Doolittle filed the complaint, he said, on his own responsibility in an effort to have at least a preliminary investigation by the Commission. Supporting his charges, he filed a copy of testimony taken by the House Judiciary Committee on the Borland resolution proposing investigation by the Commission.

Reducing "Overhead"

The grocer who sells National Biscuit Company products increases his total volume of sales without increasing selling cost.

These goods are easy to sell—take less time and argument to sell—require no wrapping—there is no spoilage, therefore no waste.

Thousands of grocers who have put in the National Biscuit Company line have found that their total yearly profit is greater by far than when they sold goods of uncertain quality. Their salespeople have time to sell more goods.

Every sale means a clear profit and a consequent cut in the overhead expense.



Uneeda Biscuit—the best known, largest selling, most widely distributed soda cracker.

NATIONAL BISCUIT COMPANY

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 13.)

The Grocery Markets

Tea.

he tea market is very dull and reason of the dullness is weak. re is no demand to speak of holders will shade prices to e sales. This is not an unusual dition for August. There is no on to expect any important nge in tea in the near future. re are a number of authorities o are predicting an early ending he war and accompanying this n a prediction that when the war s a crimp will be put in the Cey- India tea market, because the ormal freight charges will at e be lower, thus knocking the om out of much tea already in country. The freight on Cey- India teas is about 6 cents per nd above normal. This, of rse, has been added to the cost he tea.

Coffee.

The coffee market shows a slight ctional advance for the week, hough the demand is very light. e feeling in Brazils seems to be ady to firm and there is no in- ation whatever of any slump in ces. Mild coffees are unchanged l dull. Java and Mocha quiet at ing quotations.

Sugar.

The sugar market has become nsiderably demoralized during week. Raws have sold down to 4, but are slightly higher now. e highest quotation heard, how- er, was 5.76. The Cuban holders ve been shipping sugar here with- t any orders, being apparently raid of the market, and this has de the supply larger than the mand. Refined sugar has also en a slump and most of the refin- s are quoting granulated at 7 nts. Two New York refiners are king 7¼, but, of course, are not ling any sugar. Consumptive mand for sugar is still poor.

Fish.

Shore mackerel continues scarce d very high, and the catch so far s been very disappointing. There ve been no developments in the ish and Norway situation. There a demand for mackerel even at e very high prices. There have en some sales of future cod at the high price noted last week. Hake and haddock are about 1 cent higher than normal but the demand in this section is very light owing to the food laws. Domestic sardines are firm on account of light catch and imported sardines are in the same condition that they have been in for several months. Salmon shows no change for the week. The market, both for old and new pack, is very firm. Some packers have named prices on red Alaska at $1.27½ a dozen in a large way f. o. b. coast. This is 12½ cents above last year and is an indication that other grades will open on about the same parity.

Syrup and Molasses.

Glucose is steady at an advance of 10 points noted last week, which came as the result of the strong corn market. Compound syrup is very dull and quiet at ruling quotations. Sugar syrup and molasses unchanged and dull.

Canned Goods.

Tomatoes show little change from a week ago, both as regards 1915 pack and late 1916 pack. The early pack goods are about gone; everything still points to at least a very fair pack of tomatoes. Packers of Southern shoepeg corn have announced that they would deliver 75 per cent. of their orders. Situation is generally firm but without change for the week. The pea pack is over everywhere with every prospect of short production. The market is steady to firm. Some holders of apples are said to be shading prices; the demand is light. California canned goods show no change. Packers are not pushing for sales as their sales of new pack goods have undoubtedly been heavy. Prices show no change. Small Eastern staple canned goods are unchanged and quiet. Generally speaking, however, the market is in good shape for several of the packs, notably strawberries and cherries, which are short and show a tendency to advance.

Dried Fruits.

Prunes are unchanged on last week's basis. In spite of the fact that the present market is about 1¼ cent below the top, buyers are not

Shake Hands with Your Profits!

FRIENDLY, good-natured business is the kind that pays. **It never costs a dealer a cent to shake hands with a customer** and the practice very likely increases his profits.

¶ Admitting this fact, why not carry the same policy further and give your cash customers some tangible appreciation every time they spend money in your store.

¶ The same thrifty instinct that makes your customers argue over half-a-cent difference in price brings them back to your store if they are always sure to get an extra value for their money.

¶ Selling goods is your business and buying them is your customers' business. With competition, quality and price the same, S. H. Green Stamps make the sale **for you** and guarantee a repeat order.

¶ Make S. H. Green Stamps an important part of your Sales Policy and then **check up your cash receipts.** Investigate or write us and we will give you the facts obtained in 20 years' of continuous service.

"THE STAMP THAT STAYS"

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

taking stock, because they are still afraid of the market. Demand is very light. Peaches and apricots show no change and light demand. Raisins are very dull at ruling quotations. Currants and other dried fruits also unchanged, with currants very firm.

Beans and Peas.

Pea beans are unchanged on last week's basis, and so are marrows. Prices range from $5.50 to $5.75 for both varieties. The demand is not large. California limas show a shade off but are still considerably high. Demand very trifling. Green and Scotch peas unchanged and dull.

Butter.

The butter market is very firm at advance of 1 cent per pound, due to the very large consumption and the decrease in receipts. The advance applies to all grades. The butter market is undoubtedly very firm and there have been some withdrawals from storage. There is a very large export demand, considerably of it from Canada, and the market is from 5 to 6 cents higher than a year ago.

Eggs.

The egg market is very firm. There is a fine consumptive demand and the receipts are averaging poorer quality on account of the heat. Prices show no change for the week but are very firm. The market is 2 to 3 cents above a year ago.

Provisions.

The provision market is firm and unchanged. This includes all smoked meats, which are now in good demand. Barreled pork is unchanged at about the normal price for the season. Dried beef is ruling about 2 to 3 cents above normal and is firm and active. Canned meats are unchanged on a little higher basis than usual. Pure lard is firmer at an advance of ¼ to ½ cent, due to firmer Western markets. Compound lard is firm and unchanged at a price about 1½ cents above normal.

Cheese.

The cheese market is very firm at an advance of 1 to 1½ cents per pound due to the very large export demand. The export demand for cheese would be even larger if shippers could get refrigeration space. The make is about normal for the season.

INDIVIDUAL MARKET REPORTS.

Foreign Grocery Specialties.

The available supplies of last season's pimentos (Spanish red peppers) are very small, particularly half-pound tins, and prices are very firm, in view of the fact that pimentos cannot arrive here before about the end of the year.

French mushrooms continue as scarce as ever, and hardly any supplies can be had from France.

The drought in the olive-producing sections of Italy is harmful to the development of the olives, and it is feared that the new crop will be seriously damaged unless conditions change materially. In consequence, prices for Italian fine edible olive oil have already advanced about 10 per cent.

The garlic situation remains unchanged. In spite of rather small arrivals, prices have remained about stationary, as the demand for garlic of late has not been what it should be, and what it usually is at this season of the year.

STROHMEYER & ARPE CO.
New York.

Imported Fish Specialties.

There is no change in the salt fish situation. There is a good hand-to-mouth demand for herrings, consistent with the prevailing hot weather. The demand for all kinds of imported sardines continues good in spite of the prevailing high prices. Supplies are coming in sparingly only, and do not allow of accumulation of large stocks. The new Norwegian summer packed sardines which are now arriving present the finest quality that has been seen here in years.

New Japanese crab meat is coming in very sparingly and cables asking for offers of further supplies remain without answer from Japan, consequently the market here has stiffened materially and the few holders of new Japanese crab meat, which, by the way, shows the finest quality that has ever been imported, have advanced their prices and are reluctant to sell in round lots.

STROHMEYER & ARPE CO.
New York.

Wheat and Flour.

In a recent letter we estimated the spring wheat crop as 200,000,000 bushels and winter wheat as 460,000,000 bushels, which was corroborated by the Government report, giving 199,000,000 and 455,000,000 bushels for the respective crops. Without further deterioration in the spring wheat area, we will have a wheat harvest of only 654,000,000 bushels, or 357,000,000 bushels less than last year's crop, the smallest crop since 1911, when 621,000,000 bushels were harvested.

We have already pointed out that even with this enormous shortage we will have a surplus for export of 150,000,000 bushels, provided prices are made sufficiently attractive to bring it out of farmers' hands, and that our reserves can be reduced to the minimum. We must bear in mind that only once in the eleven years preceding 1915 our maximum exports for any one year exceeded 150,000,000 bushels and the average for the whole period was but 110,000,000 bushels. This compares with 250,000,000 bushels exported last year and 333,000,000 millions exported for the year ending July 1, 1915.

It is only when our crop calamity comes in conjunction with a similar failure in Canada that the situation becomes alarming and it now seems certain that the three great wheat producing provinces in Canada have suffered enormous losses by heat, blight and black rust. From private sources of information, which we consider conservative, we are led to believe that the Canadian crop will not exceed 200,000,000 bushels as compared with 376,000,000 bushels last year. When European buyers awaken to what this really means there will be a scramble for wheat.

The enormous carry-over from the 1915 crop had given them a feeling of security, for they had calculated that with only moderate crops in North America there would be ample supplies for export, but instead of moderate crops they are now confronted with crop calamities. Last year they obtained 250,000,000 bushels from the United States and 260,000,000 bushels from Canada, whilst this year the very maximum that could be obtained from the United States is 150,000,000 bushels, and that quantity only by reducing our reserves at the end of the year to a very dangerous minimum. What then can be expected from Canada? Canada requires 70,000,000 bushels for f and seed, and with a crop of 200,000 bushels could export 130,000,000 bus plus the surplus carried over from preceding crop, estimated 40,000 bushels, which would make 170,000 bushels, as the exportable surplus the coming year.

If only 150,000,000 bushels can obtained from the United States 170,000,000 bushels from Canada, N America will have but 320,000,000 b els to supply a prospective demand over 500,000,000 bushels after allow the maximum that can be obtained f other countries. Indeed, there is serious danger of our over-export and finding ourselves bare of supp for domestic needs before the crops are harvested.

SHANE BROS. & WILSON C
Philadelphia, Pa.

Spices.

The market is more active, but th have been few changes during the w Trading has been for spot goods actual needs. There has been little b ing of futures, due to high prices vailing abroad. Foreign markets very much firmer and any unusual mand here will have a tendency to r values.

Pepper.—Cables from the East qu higher figures on Lampong. Mala grades are higher than prices h Higher prices are indicated from on.

Cloves.—Higher in both London Zanzibar. Prices here are likely to very much higher.

Pimento (Allspice).—In better mand, especially for choice go Prices at present we consider safe.

Mace.—The demand is on the crease. Prices are unchanged.

Nutmegs.—The demand will incre from now on. Prices here are low. believe higher values will be reali over the fall months.

Cassias.—There is a firmer underto but prices are practically unchang Stocks here are not large at present.

Gingers.—In only fair demand at g erally unchanged prices.

Green Ginger Root.—Now sell fairly well. Prices firm and likely remain so over the balance of the su mer and early fall.

Tapioca.—The demand is on the crease. Prices are practically changed.

Paprikas.—Are quiet and unchang Shippers in Spain have cabled hig prices for new crop goods.

Seeds, Herbs, Etc.—Are unchan during the week. There is a good s inquiry and a fair average dema Many articles, we believe, will adva this fall.

McCORMICK & Co
Baltimore, Md.

Established 1808

FINE CATALOGUE and COLOR WORK

John R. McFetridge & Sons

Printers and Publishers

927 ARCH STREET
PHILADELPHIA, PA.

Pennsylvania Organization Notes.

This week the annual session of the etail merchants will be in session at Bradford, Pa. A large attendance is xpected. One of the big features of he convention will be an address by Charles J. Crockett, of Chicago, whose ubject, "Retail Trade Abuses That Hurt," should appeal to every business nan, no matter what line of business e is engaged in. A big programme as been prepared and a cordial invi- ation is extended to every merchant in he State to be present and enjoy it. The convention opens August 21st and loses Thursday, August 24th.

* * *

The business men of Northern Cam- ria County, which includes Barnesboro, Patton, Spangler, Hastings and Carroll- on, will hold a big picnic at Sunset Park on Wednesday, August 23d. Mr. Smedley has been invited to make an ddress. A county association has been lanned.

* * *

The merchants of New Enterprise re talking about forming an associa- ion and have written to Mr. Smedley or advice.

* * *

Bradford, the convention town, has pened its Public Rest Room and it is rowing in favor as a public conven- ence. A Dollar Day has been planned nd some advanced ideas presented for a more comprehensive credit and collec- ion system.

* * *

Washington, Pa., has arranged for a all style show August 29th to Sep- ember 1st. The merchants are giving earty support. A meeting of the Washington County Board of Trade will e held on August 30th in connection with Community Day at the Fair Grounds.

* * *

Mr. Smedley spent last week visiting he annual convention of New York State retail grocers at Ithaca. It was a pleasant and well-attended convention nd was made up of some bright retail grocers.

Enter Another Chain Store Concern for Cigars and Tobacco.

A chain of retail cigar stores, operated by the New York firm of D. A. Schulte, Inc., will soon be established in Phila- delphia and other cities, to enter into competition with the stores now op- erated by the United Co. The first of he group will be opened at the north- east corner of Eighth and Chestnut streets, at Green's Hotel, about October 1st. This site is the first one oc- cupied by the United Cigar Co. in this city, and was vacated recently for one on the southwest corner. D. A. Schulte, president of the competing cigar com- pany, has ordered twenty locations throughout the center of the city as the initial step in the firm's opening of the Philadelphia stores. Their intention of waging commercial warfare against the stores of the United Cigar Co., it is admitted, is shown by the fact that each new store will be in proximity to a store of the latter company. The Schulte firm is considered in the com- mercial world the only retail cigar com- pany in this country powerful enough to compete with the United Cigar Co. Already the Schulte firm has opened chain stores in Newark, Chicago and towns in New England, and it is said they will dot the entire East with new stores. They will offer coupons, such as the other company does, and will redeem them for premiums at their first store at Eighth and Chestnut streets. They are allied closely with big man- ufacturers, and have declared that they will sell goods cheap and good enough to compete with the United Cigar Co.

AMONG THE TRADE.

The Dairy and Food Department is waging another campaign in Philadelphia against the sale of rot- ten eggs as food, chiefly in cakes. So far, only cheap foreigners have been found using them, and in a comparatively small way.

THESE MANUFACTURERS WILL GRATUITOUSLY SEND RETAILERS ADVERTISING AND DISPLAY MATTER.

(Continued from page 10.)

The O. & W. Thum Co., Grand Rapids, Mich. Furnishes show cards, chandelier cards; also window trims —six pieces, on paper, in colors. One show card is sent in each case of 250 sheets. Tanglefoot Fly Paper.

The Southern Cotton Oil Co., 24 Broad street, New York. Furnishes recipe books, cut-outs, window trans- parencies, complete window trims, envelope stuffers, electros, lantern slides showing dealer's name, and other dealer-helps. Wesson Snow- drift Oil.

Loose-Wiles Biscuit Co., Long Island City, New York. Furnishes cut-out displays, store hangers, maga- zine advertisement reproductions, bill boards, sampling lists, and attractive blank cuts for retailers' advertising.

Buffalo Specialty Co., 375 Ellicott street, Buffalo, N. Y. Furnishes win- dow trims, newspaper electros, let- ters and circulars for dealers to send out to their customers. Liquid Veneer.

William J. Moxley, Inc., Phila- delphia, Pa., will send to all dealers handling their butterine window trims, cut-outs, empty cartons, mov- ing picture slides, quarter-pound samples and much other material of use in advertising and exploiting the goods.

The Hill Bros. Co., New York, will supply, advertising Dromedary Dates and Cocoanut, framed date signs, date hanger, yellow crepe paper, empty date cartons, cocoanut hanger and all material necessary for window displays.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

BURK'S
Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S
Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and **LUNCH ROLL** were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK
Girard Avenue and Third Street
PHILADELPHIA



Window Displays Made Free

¶ We are building up a big demand for **Chase-O** by hundreds of posters, walls, bulletins, throughout this territory. A window display in your store (we will make it for you) will connect your store with our advertising. Will you write us?

¶ **Chase-O** washes clothes almost alone. It is wonderful. Your jobber.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.



Get Into Manufacturing as Fast as You Can

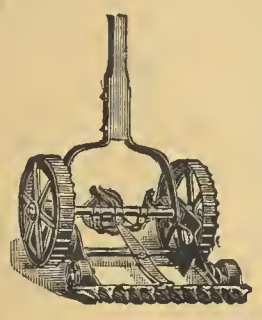
Start by making your own peanut butter with a **Quaker City Mill.** Remember that on everything you can *make*, you put all competitors behind you, even the chain stores.

We will send you a **Quaker City Peanut Butter Mill** on thirty days' trial, so that you can give the plan a try-out.

Write for some reading matter about it, and act quickly, especially as you aren't committing yourself to anything.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

CRUBRO

CRUIKSHANK BROTHERS CO. PITTSBURGH, PA.

PURE FOODS

The "Crubro" line is planned to include the **fastest selling** and **most popular** Pickles, Jellies, Apple Butter, Ketchup, Spaghetti, etc. The goods are right, the packages are right, and your profit is right. It will pay you to stock our line in **full** and **feature** it.

Write for prices.

Cruikshank Bros. Co.
Pittsburgh, Pa.

HERE IS THE BALANCE OF THE FEDERAL TRADE COMMISSION'S BOOKKEEPING SYSTEM FOR RETAILERS

(Continued from page 5.)

ing all repairs, taxes, licenses, upkeep, and with the depreciation charged on the delivery equipment; also charge this account with payments for express, parcel post, and contract delivery service.

33. Management and Office Salaries.

Charge this account with the salaries of the manager, bookkeepers, office clerks, stenographers, and of other general office help not otherwise charged.

34. Office Supplies and Expense.

Charge this account with purchases of stationery of all sorts, account books and forms (except selling and stock forms), typewriter supplies, printing and postage (except advertising), and depreciation on office equipment.

35. Insurance on Stock and Store Equipment.

Charge this account with all expense of insurance, fire, burglary, fidelity, plate glass, employers' liability and other. This account is not to be charged with insurance on store or business property.

36. Taxes on Stock and Store Equipment.

Charge this account with taxes on all stock and store equipment. As taxes are not payable in advance, the amount charged this account must be credited to "Accrued Taxes."

37. Losses From Bad Debts.

Charge this account with the amount that has been reserved for bad debts (4).

38. Miscellaneous General Expense.

Charge this account with heat, light, repairs, depreciation on store equipment, and with any items that can not be charged directly to any of the above particular accounts.

39. Rent.

Charge this account with all rents paid. If the store is owned, rent should be charged equivalent to the amount it could be rented for to others, crediting "Income from Other Sources"; in the latter event, "Income from Other Sources" should be charged with the taxes, insurance, repairs and depreciation on the store.

40. Trading Account.

This account shows the inventory of merchandise at opening and is not touched again until the books are closed. It is then charged with Merchandise Purchases (25), and Sales Allowances (24), and credited with Sales (23). The inventory at closing is then credited and the balance will show the gross profit on trading. The gross profit is transferred to the credit of the "Profit and Loss Account." The inventory is then brought down as a new balance.

41. Profit and Loss Account (From Trading Operations).

Charge this account with the balances of all the expense accounts and credit it with the gross profit from trading; the difference will be the net profit or loss, which is closed into the proprietor's account if a partnership, to the partners' accounts, according to their several interests, and, if a corporation, to the surplus account.

42. Interest.

Charge this account with all interest paid and credit it with all interest received and close into "Profit and Loss Account."

43. Cash Discount on Merchandise Purchases.

Credit this account with all cash discount taken on purchases of merchandise. The account is closed into Profit and Loss.

A record of such discounts available but not taken—cash discount lost—will be found of use.

44. Rent Income (Net).

If the store is owned, the rent which has been charged to account 39 should be credited to this account and it should be charged with insurance, taxes, depreciation and repairs on store. The account is closed into "Profit and Loss."

45. Miscellaneous Outside Income.

Credit this account with incidental receipts such as toll from telephone pay stations in store, etc.

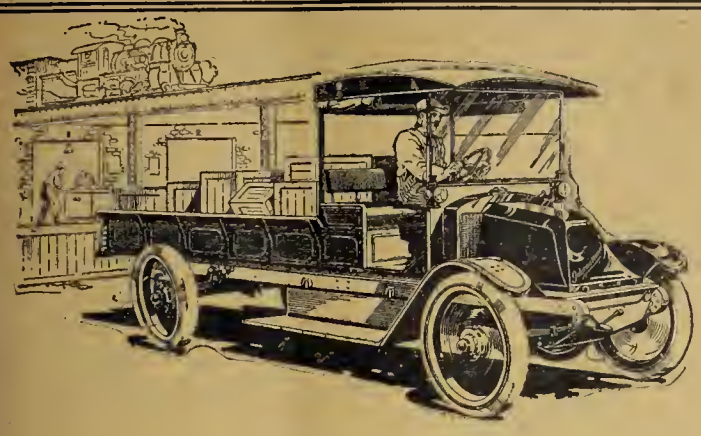
Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.



Reach Out for More Business

WITH AN

International Motor Truck

You simply can't realize the value of an International Motor Truck as a business builder until you use one, or—until your competitor gets one. You will notice, though, that no man who once uses an International Motor Truck ever goes back to horses.

Why is that? There are many reasons. The truck costs less money than the horse outfits whose work it does. The upkeep is less. It takes less work and less time than horses to keep in condition. It's a money saver, a time saver, and a steady worker, but—more than all these put together—the International Motor Truck is a business builder.

FOUR MODELS—FOUR LOW PRICES

M—1000 pounds capacity, with express body, complete . . . . . $ 710
E —1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F —2000 pounds capacity, internal gear drive (chassis) $1500

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory.

Is it any wonder that over 13,000 successful business men use and boost for the International Motor Truck? It makes money for them. A line to the address below will bring you figures showing what you may expect an International to do for you.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Business Ain't Rotten at All.

I want to tell you fellows something: the people that are saying that it's all right about there being prosperity, but it ain't got to the retail grocer, ain't wise to what's going on.

It *has* got to the retail grocer. Business is great—to them that's in shape to do it.

I been talking to a lot of my customers lately. They all say that business is all right—a lot better than it was a year ago—except a few that ain't right with themselves.

Some people couldn't do business if they had the only store in town and there was a law against buying anywhere else.

They'd move so slow and would eat up so much time doing things that hadn't any money in, that they wouldn't get anywhere even if they had the whole thing in their hands.

That's the honest opinion of a man that when he speaks, the crowned heads of Europe stop scrapping to listen.

When the applause dies down, I'll go on to give you some true facts.

The last time I was in a certain store, before last week, was the last of June. This was a customer that always sees things through brown specs. I've got a hunch he's constipated, though I ain't ever asked him. I'm a gent, whatever comes. I asked him how business was.

"Oh, I don't know," he said, "there isn't much snap to it. I don't see any of the prosperity they say is around."

"How's your June business size up with last June?" I ask.

"I don't know; haven't figured it up yet."

"Well, I'll be here again in August," I said. "And I want you to have it all figured up and let me know."

I knew he was selling more stuff, if *he* didn't. One thing, I ain't conconstipated and I don't wear brown specs.

Well, I got back there last week.

"Did you figure up on June yet?" I asked him.

"Yes, I did. I did $200 more this June than I did last," he said. "I was surprised."

"I wasn't," I said, "I knew you was selling more goods. The idea of your going around and saying there wasn't any snap to business. You annoy me."

I've got another customer that's been buying less stuff of me every year for the last three. No, it ain't because he's got on to my goods, either! Nothing like it! It's because his business has fell off, that's what it's because of.

"Business is rotten! Business is rotten!" That's all I get from him.

Ain't it *is* rotten too—with him. And take it from me, it's going to be a heap rottener. Some of these days he's going to wake up and see that there ain't any business at all.

But he's got it coming to him. With all his croaking, he's a born salesman. He could go out among his trade and sell himself out of goods. Instead of that, he lets his boy go around for orders. His boy couldn't sell salt to a sheep. One thing, he's got a case of catarrh you can get for two squares even if the wind ain't right. He's a peach of a salesman, he is.

"Why don't *you* get down to it?" I asked him only last month. "You can sell goods all around any other retail man on my list. Why don't you go out and drum up business yourself?"

"What would I do that for when I've got my boy?"

"Because you say yourself your boy ain't doing it?" I said.

"Give the boy a chance," he said. "He'll get it after a while. He's young."

Well, he may be young, but his case of catarrh is old, believe me, and that's working harder than he is. That catarrh sells more goods than the boy does, but it sells 'em for other stores, get that?

There's a whole lot of fellows that are kicking about bad business that could make it good if they'd go out themselves and work it up. They ain't willing to do that—say they're needed in the store. Oh, heck! They can get lots of people to work in the store, but they can't get lots of people to go out and get orders. Funny they can't see that.

My own business so far this year has run 15 per cent. ahead of last year. Some of that comes because I've got some new trade, and some of it comes because they see now that what I've been saying for years about my justly celebrated line is true.

But most of it comes because my old trade are moving more stuff. There ain't any doubt about that—not a bit of doubt.

THE STROLLER.

Week's Dry Goods Report.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

The week has been marked locally by very brisk trade, due to Chicago Market Week and Fashion Show. Merchants have responded to Chicago's invitation to "Come to Chicago" in unusual numbers and trade in general has been stimulated and greatly benefited. The South and Southwest have been particularly well represented.

Shipments of goods and road sales are considerably in excess of figures for the same period a year ago.

Prices are stronger and collections are very satisfactory.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

If I Were You—I'd begin to plan now for a "Fall Opening"—say, last week in October. Object—new season's goods, showing new prices and having an elaborate display. Cutting 25 or 30 cans fruits and vegetables. Incidentally having a little music. Demonstrations and other kinds of sampling would, of course, be an important part of the programme.

* * *

As a matter of fact, a grocery opening should be (and is) just as important as a millinery or dry goods opening. The quality and variety and prices of foods that the public is to eat and pay for in 1916-17 is of vitally more concern that the shape of the hat or the prevailing dress pattern.

Talk it over with your principal.

* * *

New Customers.—Have you made any efforts to gain a new customer this summer? You know there are a lot of women who shop from place to place and they need a good talking to. You can do it in the store, of course, but the privacy of their own home is better. They will tell you that so and so is "very accommodating," and that some other fellow sells the best butter in the town and still another grocer has a brand of coffee that can't be equaled. You must listen to all this, and while you're listening, or pretending to, frame your own counter argument.

The important thing to do is not t leave without taking an order, and tha order is the entering wedge. Put up yourself and follow it up wit another visit and another. At least on customer a week can be gained this way

* * *

The Tie That Binds—Is store cor diality. Remember that. Welcom people because you're glad to se them *as people*. Not necessarily for th money they're going to spend, but rathe because they are calling on you from motive of friendship. Maybe that stretching the thing pretty far along, bu the spirit of it is perfectly workabl

In cultivating this regard—th warmth of feeling and generous actio we are constructing the business just a surely and just as soundly as the ma in the office may be doing while work ing out an advertising plan.

Because you are the real practica thing in advertising. You are the fe low, remember, that will have to con firm all the nicely rounded sentences i that newspaper headline. If you don' better, a hundred times better, the fin words about the store had never bee written.

Isn't it refreshing to go into a stor and find the sales people and the ad in harmony? And haven't you many time felt sorry for "somebody" whe the "help" contradict the newspaper? have.

Sell tea by name—and sell it by the name that is best known

That means selling package tea—tea with an identity. It means selling the standard package tea of the world—the tea that never varies in quality or strength. It means selling your customer the tea that is really protected from the minute it is picked until the package is opened by the housewife in her kitchen.

It means selling the standard package tea that is known by name to every woman in the world.

LIPTON'S TEA

tea-

that's only half a word—the other half is

LIPTON'S



Lipton's Tea is grown on the world's most famous tea estates—it is picked and cured by the most modern and scientific methods—and blended by master blenders of the world. Lipton's Tea is packed in air-tight sealed packages that protect all its garden freshness, flavor and strength.

You want a name to conjure with in your tea trade—you have it in Lipton's Tea. There is no more complete line: every tea taste, every price preference, every blend and wanted kind is met completely. There are five kinds—Ceylon and India Black, Black and Green Mixed, Formosa-Oolong, English Breakfast and Green Tea.

Of course, you should sell Lipton's Tea for your customers' sake—and for your own as well, particularly as there is

No Advance in Prices on Lipton's Tea

Thomas Lipton

TEA COFFEE AND COCOA PLANTER

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO



No. 377.—Some Suggestions for Discontented Partners.

The following, which comes to me from a Chicago paper, has a familiar sound:—

> Mr. A, senior member of a firm, owns two-thirds of the business. Mr. B, junior member, owns one-third. Mr. B gets one-third of the profits and does most of the work. He has become dissatisfied and wishes to sell out. He has not sufficient money to buy Mr. A's interest, and Mr. A will not buy him out, for he needs him and his influence in the business. Now, the question is, if Mr. B finds a buyer for his one-third interest, can Mr. A refuse to accept the buyer as a partner, thus compelling Mr. B to retain his interest in the business?

All over this broad land there are partnerships in precisely this situation. In fact, dissatisfaction between or among partners, over the feeling that one is doing more work than the other, or getting more money, is one of the chief drawbacks of partnership. My observation is that very rarely indeed do you find a combination of two partners—it is even rarer, I believe, with two partners than with more—which is so well matched that each member of it is satisfied with everything that the other does.

I have always advised men who came to me wanting to form a partnership, that this was the rock on which very many firms split, and that if such a situation arose, they would not find it as easy to get apart as it had been to get together.

I can answer this inquiry and discuss some generally interesting phases of partnership law at the same time.

This correspondent does not tell me what sort of a partnership agreement these people have. It may be merely a verbal understanding to yoke up together on certain terms, not for any particular period. Or it may be a formal written agreement, as at should be, for a definite period.

If it is an informal partnership not for any specific period, either partner can withdraw from it any time he likes, merely by giving notice to his fellow partner. Some States (Arkansas and Louisiana) require the withdrawal to be done in good faith, and will not permit it to be done at what is obviously so inconvenient a time as to intentionally embarrass the firm. But in most States it can be done on reasonable notice at any time.

Of course a partner who withdrew in this way could expect to sell his interest. He would usually offer it to his fellow partners first, and if they refused, then to some outsider. The law will permit him to sell his interest to an outsider without restriction—but it will not admit his buyer to a partnership in the firm without the remaining partners' consent. In other words, the law will not force a partner on anybody. It will not create a partnership without both partners' consent. So that in the above case A can refuse to accept B's buyer as his partner, and this will usually block the sale, but not always. For the outsider who buys the outgoing partner's interest can always demand an accounting from the remaining partner, and this usually winds the firm up. If the remaining partner doesn't want it wound up, he will sometimes accept the new partner in order to avoid that.

All that a man gets who buys a partner's share in a business—if that share is one-half, say—is the right to one-half the firm's assets after all its obligations are paid. He doesn't get a share in a going business at all. The accounting which he can ask for is for the purpose of ascertaining the net assets and giving him his share.

Of course if the remaining partner accepts the buyer as his partner, there is no accounting, and the business goes on as before.

If the partnership agreement is formal and written, and is for one year, say, either partner must wait until the year is out before he can withdraw, unless he wants to incur a damage suit for breach of contract. In Pennsylvania, Utah, West Virginia, Connecticut, Iowa and New Jersey, the law will hardly permit a partner to withdraw until the year is out. In other States he can do it, subject to the risk of suit for damages. The partner under such an agreement can sell his interest, just as a partner can under the other kind of an agreement, subject to the same legal restrictions.

The way to get an accounting in such a case is to go into court, either in an equity proceeding or in a common law accounting proceeding, and set forth that the partnership having been dissolved by the sale of one partner's interest to a third party, which third party has been refused admission to the firm by the remaining partner, accounting is demanded by the buyer of the outgoing interest.

I think I neglected to say that the sale of one partner's interest to an outsider automatically dissolves the firm.

How could B have avoided this situation in the beginning? Of course he could have done it by having a written agreement with A, binding either party, if the other withdrew and sold his interest, to accept the latter's buyer as a substitute. Usually neither partner likes this in the agreement, as it is almost too much to expect. Or the agreement could bind each of the partners to buy the other's interest in case of withdrawal. Outside of these or some modification of them, there is no way in which such a situation could be avoided. It is one of the risks of partnership.

(Copyright, August, 1916, by Elton J. Buckley.)

—

Question: * * *, Uniontown, Pa.—Enclosed find the heading of an order blank which a mercha signs.

Now a merchant signs this co tract or order, goods are shipped him, he lifts goods at station, hol same for three months, saying not ing in reference to them, but wh asked to pay his bill he packs goo up and ships same back to facto without a complaint or word of a kind.

What can be done? Can t merchant be compelled to pay f goods if he is worth anything?

Answer.—The wording in t order blank, which becomes part the contract of purchase, was follows:—

Please ship the following order which we agree not to countermand on arrival at station named below and failure to do so will make thi bill due and payable at once.

The buyer who signs this order responsible for the goods witho a doubt. He cannot legally sh them back as you say he has do and the seller can bring suit agai him and recover the full price.

—

NOTE.—Requests for information this department should tersely set in full all the facts bearing on the c and all questions should be carefu framed to avoid misconstruction. W on one side of the sheet only. Lett should be received at this office later than Tuesday of each week, to sure an answer in the Monday's is following. The signature and addr of the writer must accompany all quiries, and will be published less there is a request not to do so. inquiries received will be answe without charge. Address all commu cations to Legal Editor "Modern M chant and Grocery World."

Public Hearing on Mustard Seed

A public hearing as to the mean of the term "mustard seed" and the propriate designation of the varie of "rape seed" for the purposes of Food and Drugs Act will be held Washington, D. C., on September 1916, by representatives of the Bur of Chemistry, U. S. Department of riculture. All persons interested are vited to attend. Those who desire t present their views in writing to Bureau of Chemistry, Washingt D. C., on or before the date set for hearing. It is desired to obtain all p sible information from the trade others on the subject. The heari will be held at 10 A. M. on Septem 15, 1916, at 216 Thirteenth street, S. Washington, D. C.



New Joy for the Pal
Mapleine Flavor
The outstanding qualities Mapleine are in its delicious and its universal use. Mapl is used for everything—in Ic Soft Drinks, Candies, Cakes,
Your Customers Will Be Ple
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Stree
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. C
SEATTLE, WASH.

A Chance to Cut a Big Expense 20 Per Cent.

MANY grocers pay no attention whatever to their refrigerator's consumption of ice. They figure it as a necessary expenditure—one that cannot be avoided—and let it go at that.

¶ Look up how much you spend for ice in a year and then decide for yourself whether you would like to save 20 per cent. of that. There is only one way you can do it that we know of—buy a ***Howe Refrigerator*** with its double air-lock door. We can prove the 20 per cent. saving if you'll let us.

HOWE SCALE CO., 508 Market St., Philadelphia



Liberal use of magazine advertising has assisted in making KNOX SPARKLING GELATINE the largest selling gelatine in America, and we're still using the magazines to maintain and increase our sales, using them to make people's mouths water with delicious recipes; to make them remember KNOX GELATINE better than any other; to send them into your store ready to buy. Are you ready to meet these customers with a good display?

Write us for free display material—it acts as a reminder to your customer at the right moment

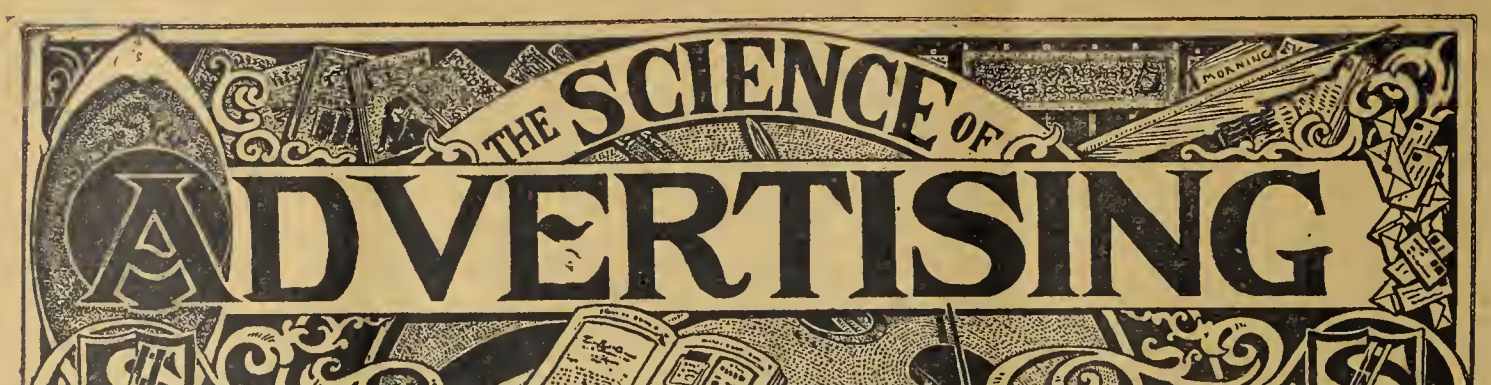
CHARLES B. KNOX COMPANY, Inc. : Johnstown, New York

Advertising

matter that's sent from **Fels-Naptha,** Philadelphia, *does* the work. Durable metal and paper signs are bright and neat; above all the bright red and green *cartons* are extremely useful (large and small) for windows, shelves, special displays, etc., etc.

Sent (free) to any dealer asking them.





Andover, O., July 21, 1916.
Editor "Science of Advertising."

Dear Sir:—Please size up this advertisement and advise if you think ads. of this type, i. e., ads. without prices, are good if used only at intervals.

We try to use one ad. like this in the newspapers to four or five with prices.

Yours truly,
COLE'S VARIETY STORE.

I assume that what Mr. Cole sends me was simply a proof. It can't be that any newspaper would be printed like this was and on such impossible paper. The printer probably simply laid a piece of paper over Mr. Cole's advertisement in one of his forms, and hammered a proof. If I should be wrong about this—if this is really a part of the newspaper, then somebody ought to go to the printer and shake him up.

* * *

The advertisement measures 10 inches double column, and is here reproduced somewhat reduced.

* * *

This advertisement is not entirely worthless. It amounts to general publicity, which is always worth something, but I should never expect such advertising to do much if used exclusively. What I mean is this: If Mr. Cole were to advertise every week in the year, using a general advertisement like this, I shouldn't be surprised if it produced not the slightest effect upon his business. The biggest and most enlightened advertisers run this sort of matter very sparingly. Personally I believe in not running it at all, always provided there is a thing better to say.

* * *

A store that does business on plan of no deliveries and no cha accounts, which must be unique most towns, has an inexhausti theme. It never needs to use g eral matter. He can contrast prices, due to a cutting off of th two main sources of expense, w other stores' prices, through a l range of articles of all kinds. A this sort of thing makes the m interesting advertising. "What Delivery Does for Canned To toes," will suggest the idea. "W We Pay You to Carry Your G Goods Home," is another thoug There isn't any limit. If I specific and pointed material this at hand, I would never matter as general as Mr. Cole used in the advertisement ab reproduced.

COLE'S VARIETY STORE

The Newspapers and Magazines say:

Our greatest need is thrift. and its first principle is getting full value for each dollar ex pended.

Getting less than full value is not complimentary to our intelligence, they say.

So we are endeavoring in our humble manner to sell you food supplies, etc., without the extra expense for

Deliveries
Charges
Premiums
Coupons
and such like.

Bring your basket to this little market house and thus practice thrift.

COLE'S VARIETY STORE

This Is a Year When the Manufacturer Some Trademarked Package Products "Works for the Other Fellow"

Raw Materials Like Corn and Wheat, Used Largely Pancake Flours, Are Advancing But the Manufactur of the Trademarked Brands Can't Put His Price Up the Bulk Seller Can.

The trade are apt to believe that the manufacturer who sells trademarked goods has a good deal of a cinch; his price is steady right along and even when the market for his raw material declines he keeps on selling at his uniform price just the same.

But there is another side to it, and this year is bringing it out, especially as to some of the prepared pancake flours. Wheat and corn, as readers of this paper know, are advancing and are already very high. The manufacturer of some package trade-marked flour whose raw material is wheat or corn, or both, is apt to be choked to death with his "uniform" price, because the same reason that makes him dislike to reduce the price when the raw material market declines, makes it impracticable to advance it when the raw material market advances.

An interesting case in point is supplied by the following extract from a letter written to this paper by the manufacturer of Aunt Jemima Pancake Flour:—

On account of the recent advan in the price of all grain, caused the failure of the wheat crop in t Northwest and the corn crop in t Southwest, Aunt Jemima Panca Flour bids fair to be the lowe priced good product on the mark this coming season. We can a vance the price of wheat flour sacks from day to day or hour hour, basing our quotations on t market price of wheat, but we ca not do this on Aunt Jemima Pa cake Flour, because the orders a taken in the spring and summer f fall delivery; and furthermore, is almost impossible for us change the selling price during t season. Some goods sold in pac ages will be in the same class ours, but quite a large percenta of those products have gone to 15-cent seller, which put them in different class from ours, which w call a 10-cent seller.

We are up against a hard pro osition this year, as far as profi are concerned on our Aunt Jemim product, and it would look now if we would be doing business f the other fellow this year.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery Wo
Attorney and Counselor at L
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609 / Keystone, Race 746



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Three Risks Eliminated For You

The stamp on your specialty order practically eliminates all the usual risks of signing a specialty order, which are:—

1. The danger that the order may be altered or padded.

2. The possibility that the jobber may turn the order down or pay no attention to it.

3. The probability of delay until the jobber's salesman can see you and confirm the order.

None of these things happen to *stamped* specialty orders, because those orders are guaranteed. Doesn't it logically follow that stamped orders are the only specialty orders you ought to sign?

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 137.

We have a 200 account Perfection Account Register in good shape; cost $45, will sell for $15. A five-station cash carrier used in grocery; will sell for $25. LEE & COPELAND,
1146-48 Water St., Meadville, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, O

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

FOR SALE.—Best of all, general store and huckster route in the heart of Lykens Valley, three and a half miles east of Millersburg, Pa. New buildings and stock and the only store in this place. Amount of stock, $45,000; can turn stock four times a year. Will sell stock and buildings at a reasonable price. Large school and three churches at this place. Reason for selling, on account of sickness. Address J. W. Strawser, Killinger, Pa. 9

FOR SALE.—A store stock worth from $3,000 to $3,500; good lease; all new goods. Started business a year ago. Can easily do a $10,000 business. Good stand for farm trade. Will give anybody a chance to look over my books. Must close out to attend to other business. Address H. P., care Grocery World Publication Co., 927 Arch St., Philadelphia, Pa. 9

FOR SALE—Prosperous store of general merchandise and fixtures, invoice between $6,000 and $7,000; will sell at inventory. Clean stock, good location, one block from railroad; good farming section. For particulars address Mell, Richland, Pa. 10

FIXTURES.

FOR SALE.—One seven-foot butcher's counter (wooden), including one marble slab 7 feet x 29 inches and 2 inches thick; will sell reasonably cheap. Write for price, f. o. b. North Wales, to De Houpt's Grocery, Inc., North Wales, Pa. 8

WANTED

WANTED.—Second-hand cash register, moderate price. Address Edw. F. Reimer, Bangor, Pa. 9

This Space Reserved

for

C. Wilkinson's Sons

Have you any real policy about nationally advertised goods, or do you merely drift along, like many merchants?

You ought to have a policy, and you ought to work to carry it out.

The policy ought to be to pick the nationally advertised products which are good merchandise, and push them for all they are worth.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, AUGUST 21, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	CO
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Tetley's Tea
Paper Bags, Panther and Wolf
Evaporated Milk
Cheese
Flour
Cereal Specialties, Quaker Oats Co
City Pure Lard
Dressed Meats

DECLINES.

Sugar
Beans
Dressed Poultry, Broilers

—1—

SUGAR.

	Barrels.
Cut Loaf	8.55
Eagle Tablets	9.40
Crystal Dominoes, 24 5-lb. pkgs	10.40
" 60 2-lb. pkgs	10.40
Patent Cubes	7.90
Confectioners' Lozenge	7.55
Powdered	7.50
Fruit Powdered	7.40
Dessert and Table, 2-lb. cartons, 48 lbs.	7.70
Granulated, fine or standard, McCahan	7.40
" " Franklin	7.45
" extra fine, bbls	7.40
" " 2-lb. bags	7.80
" " 5-lb. bags	7.80
" " 10-lb. bags	7.70
" " 25-lb. bags	7.60
" " 100-lb. bags	7.40
" coarse	7.55
Confectioners' Crystal A	7.40
A Confectioners'	7.30
A No. 1	7.25
A No. 2	7.20
Franklin B	7.05
Extra C	6.80
C	6.65

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin 1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin 2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ..... per doz.	.75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz ..... per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	.....
Tomson-Hummels, tin, ½ gross ..... per gross	2.60
" imp., ½ gross ... "	2.15
Floto's, improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.35
" extra, 60-lb. tubs	.34
" first, "	.3
" second, "	.3
" third, "	.31
" dairy, extra, bakers' use, 30-60 lbs	26-.3
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-.3
Print Butter—	
Prize	.31
Gurnse, lbs. and ½ lbs.	.3
Awltru	.3
Honebe	.3
Star or S. D., 1 lb., 20-50 lb. bozes	.3
B. B., E. D., 20-50 lb. boxes	.37
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.3
Sheaf ("400"), Elgin, 20-50 lb. boxes	.3
Sheaf	.3
White Rock	.3

CANDLES.

	Per
P. & G., 8s, 30 lbs	.1
" 16s, 30 lbs	.1
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.0
Searchlight, hotel, 16s, 30 lbs	.0
Peerless, hotel, 16s, 30 lbs.	.0
Bright Light, 16s, 30 sets to box ..... per box	1 2

JARS AND JAR RUBBERS.

Mason's—	Per gr
Half gallons	7.6
Quarts	5.2
Pints	4 9
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.6
Single lip, wide, 1 doz. cartons	.6
Acme, wide, 1 doz. cartons, 5 gross boxes	.4
" medium, 1 doz. cartons, 5 gross boxes	.3

	Per
Lightning, pure rubber, bulk	.4
Reliable, white rubber, wide	.2
" " medium	.2
Black rubber, medium	.2

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gr
½-gross boxes, no rubbers	2.2
Jelly glasses, fluted, bbls. 24 doz ..... per doz.	.1

CATSUP.

Snider's—	Per d
16 oz., 2 doz	2.0
8 oz., 2 doz	1.2
Ritter's—	
Tomato, ½ pint, 2 doz	.9
Tabasco, ½ pint, 2 doz	.9
Beech-Nut—	
Pints	2.2
½ pints	1.3

KETCHUP.

Curtice's "Blue Label," Tomato—	Per c
Small, 25 bottles	2.9
Medium, 25 bottles	4.5
Large, 12 bottles	3.5

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CANNED GOODS.

ked Beans—	
Ritter's	1.00
B. & M., No. 2	1.20
Campbell's, 16 oz., tomato sauce or Boston style per case	.....
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.45
Vitcory, No. 1	.....
matoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
ma Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
ring Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
ed Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
rn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.85
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.....
as—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.85
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.85
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
ets—	
Standard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ccotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
sparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
umpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
pinach—	
Standard, Maryland, No. 3	1.05
ur Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

pricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.75
artlett Pears—	
Extra, No. 3	.....
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
hite Cherries—	
Extra, No. 3	.....
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
eaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
eaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
eaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

pples—	
New York State, No. 3	.90
" " No. 10	2.75
lackberries—	
In syrup, No. 2	1.35
In water, No. 2	.....
herries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
eaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
ears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.25
" water, No. 3	.90
lums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
lueberries—	
Maine, in water, No. 2	1.40
trawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	2.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ⅛s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15.00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ⅛s, skinless and boneless, 100s	.....
Boneless and peeled, ⅛s	24.00
" D. & G., ¼s	26.50
" Ispa, ⅛s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ⅛s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ⅛s, 100	20.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	23.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 200	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ½s, 100	7.00
Underwood's, ½s, 50	4.50
Pickert's, Crown brand, ½s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 dos	2 40
" No. 2, key, 1 doz	4 45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 2 dos	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 2, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 2 doz	9.20
" No. 2½, 1 dos	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per dos.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 dos	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 dos	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	2.30	2.40
Tongue	2.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 2, 2 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 2 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 2	6.00
Turkey, No. ½	3.40
" No. 2	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 15, 10½ oz., 4 doz.—	Per case
Tomato	3 80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅙-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35⅓
" ⅛-lb. size	.35⅓
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ½s, 6 lbs	.21
Vanilla Chocolate, ½s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ½s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. In box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. In box, per box	2.65
Nut Milk Chocolate, 24 5c. pkgs. In box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30
Bensdorp's Royal Dutch Cocoa— 12 lbs. in box. Per can.	Per
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-oz. oval cans, 3 doz. in box ..... .18⅛	2.20
¼-lb. round cans ..... .29	3.48
1-lb. round cans ..... .57	6.84
60 lbs. in case. Per can.	Per
5-lb. round cans 2.50	.50
Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1.32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80
Butter, Parchment—	Per pkg.
9x12, 1000 sheets	1.18
Toilet—	Per case
Extra quality, 100 rolls	7.25
Good " 200 "	6.25
Butter, Wax—	Per pkg
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
⅓ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1.54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	.....
25 "	1M	8.11	.....

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87
No. 2, Manilla, light weight—	Per lb.
12 in. rolls	.04¾
15 "	.04¾
18 "	.04¾
20 "	.04¾
24 "	.04¾

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Silk Fibre, No. 1—	
9 in. rolls	.05
12 "	.05
15 "	.05
18 "	.05
20 "	.05
24 "	.05
30 "	.05
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.50
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.10
" " small, 6 doz	3.10
" " family size	3.75
Silver Cow, small, 6 doz	3.10
St. Charles, small, 6 doz	3.10
" tall	4.00
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz	3.10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
7-lb. Tin Pails	
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz ..... per doz.	1.40
" " with horseradish .... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish .... "	.....

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Wein Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sifting top, 2 doz ..... "	.46
" with horseradish, 2 doz ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, less	.....
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " ..... less than cask, "	.....
Roquefort ..... 12 in case, "	.....
" ..... less than case, "	.....
Parmesan, about 30 lbs ..... loaf, "	.....
" ..... less than loaf, "	.....
Edam, 12 in case ..... case	.....
" ..... single	.....
" in tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.....
" " ..... less than loaf	.....
" square loaves, No. 1, about 25 lbs. each ..... per lb.	.23
Limburger, No. 1 ..... box aud ½ box	.19
" " ..... less than ½ box	.20
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.22
English Dairy ..... "	.24
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weigbt ..... per lb.	.....
Weiner Wurstel, 16 in tin ..... per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29	.30
" (Diamond S.)	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami (Circle S.)	.29	.....
" (Diamond S.)	.28	.....
" (G. A. P.)	.....	.....
Landjager, short ..... per lb.		.35
" long ..... "		.....
Mortadella, dry ..... "		.....
Knackwurst, 25 in box ..... per box		4.75
" ..... per doz.		2.40
Tongue Sausage ..... per lb.		.22
Smoked Braunschweiger Liver Sausage "		.20
Lachs Ham ..... "		.43
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.		1.00
Lebanon Beef Bologna ..... per lb.		.22
Paprika Speck ..... "		.18
Mettwurst, half round ..... "		.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.		.35
Smoked Thuringer Blutwurst ..... "		.....
" Pfefferwurst ..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. pails ..... per pail	.75
" 10-lb. pails ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, lulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ½ bbls	.....

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Marinirte Herring, imported, about 40 in pail	2.75
Roll Herring, imported, about 25 in pail	.....
Spiced Herring, imported, about 40 in pail	.....
Norway Stockfish, dry ..... per lb.	.2
Matjes Herring ..... piece	.....

Bismarck Herring.

Round tins, with key, pint ..... per doz.	2.6
" " quart ..... per tin	.4
" " 2 quarts	.7
" " 4 quarts	1.2
Roll Mops, 4-quart tin	1.3
" 2-quart tin	.7
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand ..... per keg	.....
" 5-lb. pails ..... per pail	.....
" 10-lb. pails ..... "	.....
Cut Spiced, 10-lb. pails ..... "	.....
" 5-gal. keg ..... per keg	.....
Russian, in glass jars ..... per doz.	.....

Norway Anchovies.

Fancy, keg	.....
" ½ keg	.....
" ¼ keg	.....
" ⅛ keg ..... per doz.	3.0
Original package ..... per ½ bbl.	.....
Repacked, 5-lb. pails ..... per pail	.....
" 10-lb. pails ..... "	.....
" 5-gal. kegs ..... per keg	.....
" ½-lb. flat tins ..... per doz.	.....
" ¼-lb. tall tins ..... "	.....
" 1-lb. tall tins ..... "	2.1

Salt Sardellen.

Original packages, 1902 ..... per anker	.....
Repacked, kegs, about 8 lbs ..... per keg	3.2
" pint jars ..... per doz.	5.2
" large tumblers ..... "	.....
" small tumblers ..... "	2.0

Russian Caviar.

1-lb. tins ..... per doz.	.....
½-lb. tins ..... "	.....
¼-lb. tins ..... "	.....
⅛-lb. tins ..... "	.....

German Dill Pickles—Regular Siz

60-gal. casks, about 2000 ..... per cask	.....
50-gal. bbls., about 1200 ..... per bbl.	12.0
15-gal. kegs, about 500 ..... per 100	.....
10-gal. kegs, about 300 ..... "	.....
5-gal. kegs, about 150 ..... "	.....
10-lb. pails, about 50 ..... per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	.....

Domestic Sourkrout—Long Cut.

60-gal. casks ..... per cask	.....
48-gal. bbls ..... per bbl.	5 5
10-gal. kegs ..... per keg.	2.0
5-gal. kegs ..... "	1.1
10-lb. pails ..... per pail	.5

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb.	.....
Spitzkugein ..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 in pkg., "	.....
Amandines, 9-lb. tins ..... per tin	.....
" small tins ..... "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.5
" " 10-gal. keg	4.5

Sundries.

German Egg Potatoes, bags 110 lbs ..... per bag	.....
Green Kern ..... per lb.	.3
Potato Flour ..... "	.0
German Dried Pears ..... "	.....
Dried Mushrooms ..... "	.....
Juniper Berries ..... "	.0
St. John's Bread ..... "	.....
Bay Leaves ..... "	.0

COTTOLENE.

Cases, small, medium or large cans	7.2
Tierces, about 350 lbs	.1
½ bbls., about 180 lbs	.7
Tubs, about 65 lbs	.1

CHEESE.

New York, full cream, fancy, old, 40 lbs	.....
" " choice, new, 35 lbs	.1
Picnics, full cream, fancy, new, 20 lbs	.1
Swiss, domestic, about 30-lb. blocks	.2
" " about 70-lb. loaves	.....
McLaren's, medium, 2 doz ..... per doz.	1.3
" Club, 2 doz ..... "	1.0
Red Edam ..... each	1.6
Philo Cream, 1 doz. 10c. size ..... per doz.	.9
Elkhorn Pimento, 1 doz ..... "	1.4

EGGS.

	Per d
Nearby, candled and selected, 30 doz	.3
Western, selected	.3
Milhen Farm	.3
Awltru, packed in cartons	.3

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FANCY GROCERIES.

ond Staple Paste, 5-lb. cans.....per lb.	.33
novies, in oil, 6 ring bottle.....per doz.	5.25
" " 3 ring bottle..... ... "	3.25
ers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
ton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
rries in Maraschino, glass, 1 doz.. "	7.00
n Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
rie Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
ich Peas, extra fine ....per case	21.00
Cann's Irish Oatmeal—	
lb. cans .....per doz.	3.35
lb. cans.....per tin	.70
-lb. cans ..... "	1.65
nley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
etit Beurre.....	.33
inner.....	.42
reakfast.....	.42
l Pepper, ring, pints .....per doz.	1.25
" " ½ pints..... "	.60
, stone jars, 4 doz.....	1.75
odore Marquett Mushrooms—	Per case
irst choice.....	41.00
hoice, 100 tins.....	39.00
Hotel, 100 tins.....	36.00
ffles—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
imps, pickled, small size.....	1.20
" Dunbar's, 2 doz.....per doz.	2.75
s in Cordial, Bishop's, 1 doz..... "	6.50
stalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
ie Juice, Rose's..... "	5.00
tor Rose Water..... "	2.25
' Peach Water..... "	2.25
ed Olives..... "	5.25
e Franco-American Food Co.—	Per doz.
roths for invalids, all kinds, ½ pints, 4 doz.	1.40

BOUILLON CUBES AND LIQUIDS.

ero Bouillon Cubes—	
Per tin, 100 cubes.....	1.70
" 50 cubes.....	.90
Per doz. tins, 12 cubes each	2.75
ieko Clam Bouillon—	
7-oz. bottles, 1 doz.....	2.00
4-oz. bottles, 1 doz.....	3.75
ieko Tomato Bouillon—	Per doz.
Pint bottles.....	6.00
Quart bottles	9.00
Gallon jugs.....each	2.75
Big's Oxo Cubes—	Per doz.
2 4s, 10c. size.....	.85
2 10s, 25c. size.....	2.00
Cans, 100 cubes.. .....per 100	1.65
mour's Beef, Clam and Chicken Cubes—	
Small boxes, 12 cubes, 1 doz.....	2.50
Medium boxes, 50 cubes .....per tin	.90
Large boxes, 100 cubes..... "	1.70
mour's Concentrated Bouillon—	
Jars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
mour's Tomato Bouillon—	
Bottles, size 4, 1 doz	2.50
" " 12, 1 doz	6.50
" 5..... per bottle	3.00
Fancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

mour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
mour's Fluid Beef Extract—	
Bottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
resota	8.50
ng Midas	8.85
old Medal	8.35
ellbourne	8.50
n Top	8.65
llsbury's Best.....	8.50
mper Idem	7.30
ide of the West.....	7.45
nbeam	7.35
aker.....	8.05
ue Seal.....	7.35
nny White	8.40
ocker's Best.....	8.05
luth Imperial.....	8.25

Prepared Flours.

	Per case
iscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz.....	1.44
2 doz. 28-oz.....	2.40

Either straight or assorted cases

Self-Raising Flour.

ecker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
ncle Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s	2.60
esto, 18 pkgs	1.55
nt Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s.....	1.30
co Buckwheat Mixture, 30 10c. cartons.....	2.25
co Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.07
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel.....	5.85
Red Kidney, 60 lbs. to bushel	5.95
Peas—	
Green, domestic, bags about 2½ bushel	3.30
Yellow, split, domestic. 1 bushel bags.....	3.40
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.12½
Less quantity	.13

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.02½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.02½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	2.50
No. 3, 100-lb. bags.....	2.50
Oatmeal—	
B, bbls.....per bbl.	5.61
B, 100 lbs.....per keg	2.71
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.35
" 90 lbs .....per keg	2.80
" 90 lbs.....per sack	2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.90
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, No. 2, white, round, 24s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.65
Saxon Wheat Food, 24s	2.90
Mother's Wheat Hearts, 18s.....	2.10
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.80
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.60
Schumacker XXX Graham, 10 10s-20 5s..	3.70
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



	Per doz.
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,		Contains 3 dozen.....$2.70
Lemon	(Straight)	Contains 3 dozen.....$2.70
Orange	(Straight)	Contains 3 dozen.....$2.70
Raspberry	(Straight)	Contains 3 dozen.....$2.70
Strawberry	(Straight)	Contains 3 dozen.....$2.70
Cherry	(Straight)	Contains 3 dozen.....$2.70
Chocolate	(Straight)	Contains 3 dozen.....$2.70
Peach	(Straight)	Contains 3 dozen.....$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,		Contains 3 dozen..... $2.70
Chocolate	(Straight)	Contains 3 dozen..... 2.70
Vanilla	(Straight)	Contains 3 dozen..... 2.70
Strawberry	(Straight)	Contains 3 dozen..... 2.70
Lemon	(Straight)	Contains 3 dozen..... 2.70
Unflavored	(Straight)	Contains 3 dozen..... 2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	27.00	14 10	7.25	1.60
Ex. Shore, No. 2	200-240	25.00	13.10	6.75	1.50
Ex. Shore, No. 3	290-340	24.00	12.60	6.50	1.45
Ex Shore, No. 4	390-440	23.00	12.10	6.25	1.40
Irish, No. 3	350-380	20.00	10.60	5.50	1.25
Irish, No. 4	400-450	19.00	10.10	5.25	1.20
Irish, No. 5	460-500	18.00	9 60	5.00	1.15
Large Cape Shore	100-120	18.00	10.10	5.25	1.20
Med. Cape Shore	160-180	20.00	10.60	5.50	1.25

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.13
Bass Native	-.09
Salmon, fresh.....	-.17
Eastern Cod	-.14
Croakers	-.07
Large Hake	-.07
Haddock	-.09
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.12
Eels	-.12
Rock Fish.....	-.....
Lobsters.....	-.37
Flounders	-.10
Large White Perch	.....
Sea Bass	-.07
Blue Fish..... .18	-.23
Porgies.....	-.08
Fresh Mackerel.....	-.18
King Fish	-.10
Weak Fish ..... .07	-.10
Butter Fish.....	-.07
Tile	-.07

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, ronnd boxes	
Poppy brand, California, 12 pkgs.....per box	

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz.	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
			No. 1. No. 2.
Jumbo Chimneys, plain .....per doz.			.75 .85
" dec., ... "			.90 1.00
			No. 0. No. 1. No. 2.
Banner Burners			.60 .65 .80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

—19—

	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chlorlde, Acme, slfting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, slfting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00
Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.	
Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 24 to case	3.90
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per lb
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08½
Fancy, hand picked	.06
Virginia, choice	.05½
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per g
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08
Fermented, 45 grain	
" 40 grain	
Crulkshank, distllled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.19
" " 10–12 lbs	.19
" " 14–16 lbs	.19
" Skinned Hams	.22
" Cooked Hams	.34
" Bacon	.25
" Dried Beef, insides	.31
" Beef, knuckles	
Emplre Brand Hams, 10–12 lbs	.19
" Skinned Hams, 18–20 lbs	.21
" Picnic Shoulders	.15
Hams, skinback, 18–20 lbs	.21
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.29
" tenders and knucks	.29
" air dried, sets	.29
" " tenders and knucks	.29
Brisket Pork	27.50
Jersey Pork, butt.....per bbl.	26.50
" family..... "	27.50
Breakfast Bacon, rib in	.20
" boneless	.21
S. P. Bellies, 14 lbs. average	.16
Bologna, 25-lb. boxes	
Boiled Boneless Ham	.34
Beef Tongues, smoked, 5–6 lbs.....per lb.	.21
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per c
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per c
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	.1
Jewel, compound	.1
Cotosuet	.1

—21—

ure Lard—
, 50 lbs. net weight.....per lb. .15
, net..... " .14¾
10 tins.....6 in crate 10.25
5 tins.....12 in crate 10.32
3 tins.....20 in crate 10.40
und— Per lb.
ces and tubs, about 340 lbs ..... .11½
. tubs ..... .11⅝
. tin pails, 60 lbs..... .12¾
" 60 lbs..... .12⅞
. " 60 lbs..... 13

DRESSED MEATS.

ressed Stock— Per lb.
rs..... .11 –.14½
ers..... .10½–.13½
s..... .08 –.12
Calves..... .13 –.16
a Calves..... .....–.18
herns and Barnyards..... .10 –.12
ntry Dressed..... .13 –.15
as..... .....–.17
p..... .14 –.15
a Wethers..... .....–.16
bs..... .17 –.19
a Lambs..... .....–.20
s..... .....–.15

BUTCHERS' SUNDRIES.

Steer Tongues.....each .....–.80
Tongues..... .....–.60
Heads, scalded..... .50 –.75
breads, veal.....per pair .75 –.80
" beef.....per lb. .25 –.30
" " .25 –.30
lvers.....
Kidneys.....per doz. 1.25
Livers..... .10
s.....per doz. 1.20
s, beef.....per lb. .05
beef..... 16.00
rloin, beef, western..... .22
Pork, loins, city..... .18
" " western..... .18

DRESSED POULTRY.

ys— Per lb.
zen, Young hens and toms..... .34 – 36
" Old toms..... .30 –.32
" Common to good..... .20 –.25
sh killed..... .30 –.32
rs—
adelphia, fresh killed, 2 to 4 lbs.
r pair..... .32 –.34
r-by, fresh killed, 2 to 4 lbs. per
air..... .32 –.34
zen, 3 to 4 lbs. per pair..... .32 –.34
ing Chicks—
zen, 4 to 5 lbs. each..... .27 –.30
" 3 to 3½ lbs. each..... .27 –.29
—
sh killed, 4 to 5 lbs. each..... .23 –.24
" 3 to 3½ lbs. each..... .22 –.23
ocks..... .17 –.18
Island Ducks, fresh killed..... .22 –.23
s— Per doz.
ne, fancy, large..... 5.00 –5.50
ed..... 3.00 –4.00
ll and dark..... 2.00 –3.00

LIVE POULTRY.

g Chicks— Per lb.
to 2 lbs. eacb..... .23 –.25
ge..... .23 –.25
..... .21 –.22
ocks..... ..... –.14
s—
ing..... .17 –.18
..... .14 –.15
eys..... .24 –.26

RESERVES, JELLIES, JAMS AND MARMALADES.

i— Per doz.
ter's, pure..... .95
it jelly, apple flavor, 30 lbs. full weight, per pail, 1.20
immel's, 8-oz. tumblers..... .90
ional, 16 oz., 2 doz..... .90
" 3-lb. tins, net weight..... 2.20
rves— Per lb.
immel's pure, 12-oz. jars, 2 doz...per doz. 1.65
ional, 30-lb. pails..... .09¾
thwark, 30-lb. pails..... .07
—
immel's, pure, 10-oz. jars, 2 doz..... 1.45
thwark, assorted, jars, 2 doz..... .95
ge Marmalade—
rtley's, imported, 4 doz..... 2.10
immel's, pure, 2 doz..... 1.60
Butters— Per doz
ple, Southwark, 30 lbs.....per pail 1.27½
" full 5-lb. slip cover tins, ½ doz.....per case 1.67½
Schimmel's, 30-lb. pails.....per lb. .07
" 3-lb. slip cover tins. 1 doz .....per doz. 2.75
" 2½-lb. stone jars, cloth top, ½ doz...per doz. 3.00
" 40-oz. stone crock, glass top, ½ doz...per doz 3.25
Mother Cook's, No. 14, 2 doz....doz. .85
ich, 30-lb. pails.....per lb. .07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum.....per lb.		.15
Butter Color, W. & R.....per doz.		2.00
Bluestone, bulk.....per lb.		.18
Copperas..... "		.04
Camphor, gum, 1-oz. blocks..... "		.70
" flakes, 250-lb. bbls..... "		.14
" " less quantity..... "		.15
" Tar Balls, 250-lb. bbls..... "		.14
" " less quantity..... "		.15
Castoria, Fletcher's.....per doz.		2.80
" Pitcher's..... "		.80
Carbonate of Ammonia.....per lb.		.15
Epsom Salts, bbls..... "		.03½
Glauber Salts..... "		.02½
Glue, ordinary..... "		11
" white..... "		.20
Gum Arabic..... "		.50
Haarlem Oil.....per doz.		.40
Husband's Magnesia..... "		2.90
Jamaica Ginger, Hires', flasks..... "		.90
Licorice, P. & S., 5c. stick, imported. "		.36
" M. & R., 5-lb. boxes.....per lb.		.23
" " lozenges, 5-lb. boxes "		.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "		.24
" root..... "		.12
Putty, 25-lb. cans.....per 100 lbs.		1.57½
" 50-lb. cans..... "		1.47½
Petroleum Jelly, screw top, 5c. size...per doz.		.35
" " 10c. size... "		.75
Paris Green, 100-lb. kegs.....per lb.		.35½
" ¼-lb. pkgs., 50 lbs..... "		.40
" ½-lb. pkgs., 50 lbs..... "		.39
" 1-lb. pkgs., 50 lbs..... "		.38
Rosin..... "		.04½
Roach Powder, BB, 4-oz. cans.....		2.00
" " 10c. size.....per doz.		.80
Roachsault, 10c. size..... "		.80
Saltpetre, crystal, about 350-lb. bbls.....per lb.		.30
" granulated, about 100-lb. kegs "		.30¾
Sulphur, flour, 175-lb. bbls.....per 100 lbs.		2.60
" 100-lb. bags.....per lb.		.02¼
" less quantity..... "		.03
Venetian Red..... "		.02
Whiting..... "		.02
Goff's—		Per doz.
Cough Syrup, 25c. size.....		2.00
Herb Bitters, 25c. size.....		2.00
Oil Liniment, 25c. size.....		2.00
Kidney Pills, 50c. size.....		4.00
Worm Syrup, 25c. size.....		2.00
Herb Pills, 10c. size.....		.80
Iron Glue, McCormick & Co.—		
No. 5.....		.45
No. 10.....		.85
Tube V.....		.85
McCormick & Co., Bee Brand—		
Insect Powder, 25c. size.....		2.00
" BB, 10c. size.....		.85
Root Beer.....		.85
Talcum Powder.....		1.50
Triangular Quiniue.....		2.00
Quinine Capsules.....		1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz.	4.25
" " 18 oz..... "	8.50
Bath Brick, 25 in box.....per box	.60
Sealing Wax..... "	.03
Silver Sand.....per bbl.	1.20
Tar, pts.....per doz.	.....
" qts..... "	.....
" gals.....each	.....
" ½ bbls..... "	.....
" bbls..... "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case	4.50
U. S. Nerve and Bone Liniment, 25c. size...	2.25
McCord's Magic Medicine, 25c. size.....	2.00
" " 50c. size.....	4.00
McCormick's Tasteless Cbill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headacbe Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons.....	5.20
72 10-oz. cartons.....	5.20
96 ¼-lb. cartons.....	3.40

Borax.

	Per lb.
Powdered, bulk.....	.12
Lump, bulk.....	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs.....	3.40
5-lb. pkgs., 60 lbs.....	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size.....	.90
" No. 4 size.....	2.25
Rose, No. 2 size.....	1.25
" No. 4 size.....	2.75
Pistachio, No. 2 size.....	.90
" No. 4 size.....	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size.....	.90
" No. 4 size.....	2.00
Orange, No. 2 size.....	.90
" No. 4 size.....	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz.....	.90
" 1 oz.....	1.75
" 2 oz.....	3.00
" 4 oz.....	5.25
" 8 oz.....	9.00
" pints.....	16.50
" quarts.....	30.00
" ½ gallons.....each	5.00
" gallons.....each	9.50

Sauer's Flovoring Extracts—

No. 2, Lemon.....	.90
No. 2, Vanilla.....	.90
No. 2, Rose.....	1.20
No. 2, assorted.....	.90
No. 3, Lemon.....	1.25
No. 3, Vanilla.....	1.50
No. 4, Vanilla.....	2.25
No. 4, Lemon.....	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases..... "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana...	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquld Rennet.....	1.50
Hansen's Junket Tablets, 3 or 1½ doz.....	.80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal.	.....
" ½ bbls., 28 gals.....per ½ bbl.	.....
" kegs, 14 gals.....per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs.....	2.75
" boxes, 20 pkgs.....	.60
Gee Whiz, 100 pkgs.....	.60
Fleer's Chiclets, 3 lbs. bulk.....	1.23
Spearmint, 20 pkgs., 100 pcs.....	.60
Doublemint, 20 5c. pkgs.....	.60

MINT TABLETS.

Certified Products Co.—	
Peppermint "Smiles," display cartons, 18 5c. pkgs.....	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons..	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more..	.06
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized.....	7.00
Comet, natural brown, 1-lb. cartons, sterilized.....	7.00
Comet Cereal, 1-lb. cartons, sterilized.....	7.00
Sola Japan Unkoted.....	6.25
Dykeland, uncoated, No. 1 cartons.....	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons.....	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs.....	2.65
" 60 5-lb. bags.....	4.00
" 22 14-lb. bags.....	3.75
" 30 10-lb. bags.....	3.75
" 115 2½-lb. bags.....	4.00
Irish Linen, 250-lb. bags.....	2.60
" 56-lb. bags.....	.65
" 28-lb. bags.....	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list.....	3.00
Pretzel, 280-lb. bbls.....	2.50
" 180-lb. sacks.....	1.65
Packing, 70-lb. cotton bags.....	.45
" 140-lb. cotton bags.....	.80
New Ivory, 24 large cartons to case.....	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz.....	.....
" small, 2 doz. ½ pints.....	2.40
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz.....	1.50
" small, 2 doz.....	.90

SAL SODA.

Barrels, 400 lbs.....per 100	1.35
Kegs, 150 lbs.....per 100	1.45
Granulated, 60-lb. boxes.....per box	1.10
" Crystal Brand, 24 2¼-lb. pkgs., per case	1.15

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium.....	4.60
" small.....	2.55
Worcester, Campbell's, No. 8, 2 doz.....	.90
North of England, No. 8, 2 doz.....	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs.....	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs.....	.05
" ½-lb. pkgs., 36 lbs.....	.05¼
" ¼-lb. pkgs., 36 lbs.....	.06
" ½ and ¼-lb. pkgs., 36 lbs...	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs.....	.04⅞
" ½-lb. pkgs., 36 lbs.....	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs.....	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs.....	.05⅛
112-lb. kegs.....	.02¾
Bi-Carb, bulk.....	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Blrch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz.....	1.60
Hires Carbonated, pints, 2 doz.....	2.00
" Ginger Champanale, 50 pints.....	8.00
Welch's Grape Juice—	
Quarts, 1 doz.....	4.00
Pints, 2 doz.....	4.50
Half-pints, 3 doz.....	4.50
4 oz., 6 doz.....	4.50
Half-gals., 8 bottles.....	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz.....	4.00
Pints, 2 doz.....	4.50
Half-pints, 3 doz.....	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual.....	.90
1 lb.....	3.00
2 lb.....	5.00
3 lb.....	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz.....	2.25
" No. 2, 1 doz.....	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz.....	1.90
Cans, No. 1, 1 doz.....	2.40
" No. 2, 1 doz.....	4.40
" No. 3, ½ doz.....	3.45
" No. 4, ½ doz.....	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross.....	5.00
" large, ¼ gross.....	9.00
" Liquid, large, ¼ gross.....	7.50
Mason's Challenge Paste, boxes, ¼ gross.....	5.00
Electric Paste, ½-gross boxes.....	4.50
Rising Sun.....per gross	8.00
Sun Paste, 5c. size.....	5.00
" 10c. size.....	9.00
X-Ray Stove Polish—	Per gross
Small.....	5.00
Large.....	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size.....	5.00
10c. size.....	9.00

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz.....	3 00
12 oz., 1 doz.....	6.00
Quarts, 1 doz.....	12.00
Half gallon, 1 doz.....	18 00
Gallon, ½ doz.....	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box	2.75
Kleenatub.....¼ gross	2.50
Electro Silicon, 1 doz.....per doz.	.80
Putz Liquid, large, 3 doz..... "	1.50
" small..... "	.75
Putz Paste, large..... "	.65
Old Dutch Cleanser, 4 doz.....per case	3.40
" " 5-case lots..... "	3.30
Babbitt's Cleanser, 5c. size.....100 cans	3.85
" 5c. size.....50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons.....	1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz.....	2.50
Imperial Cleanser, 6 doz.....per doz.	.45
Sunbrite Cleanser, Swift, 50s.....	1.95
Red Seal Cleanser, 4 doz.....	1.80
Bon Ami Powder, 3 doz.....	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans..	1.60
Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size.....	.85
No. 2, 15c. size.....	1 20
No. 4, $1 size.....	8.40
No. 5, $2 size.....	16.80
Orono Alumishine—	
No. 1, 10c. size.....	.85
No. 2, 25c. size.....	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans.....	2.40
Young's, 16 oz., 48s.....	1.80
Brooks' Crystal, 100s.....	3.80
Day's Flint Polish, Day & Frick, 36s.....	1.50
Mineral, Wrigley, 100s.....	3.50
Sapolio, E. Morgan, 36s.....per gross	9.50
Bon Ami, 36 10c. cakes.....	2.50
Sta-Brite, 72 cakes.....	3.00
Queen Anne Scourer, Lautz, 30 cans.....	1.80
" " " 60 cans.....	3.60

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.60
" Penna., Miller	60	50	1.95
" Phila., Lautz	....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz. box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
irkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz | .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04¼
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	3.10
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	.04½
" 20 1-lb. pkgs	.04¾
Hoosier, 40 1-lb. pkgs	.04¼
" 20 1-lb. pkgs	.04½
P. Bros. Pulverized, bbls.	3.25
Hoosier Pulverized "	3.10

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03⅝
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	4.25
" 48 3-lb. cartons	4.25
" 12 6-lb. cartons	5.25
Hoosier, 24 5c. cartons	.80
" 10 3-lb. cartons	3.45
" 50 lb. cartons	3.00
P. Bros., 50-lb. cartons	3.25

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	1.38
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case.	1.05
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	2.85

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.3
" medium, 2 doz	1.4
Golden Tree, large, 1 doz	2.4
" medium, 2 doz	1.4

WOOD AND WILLOW WARE.

Brooms.

No.	Per d
6, R. P., fancy	3.2
7, "	3.5
6, Household	3.0
7, "	3.3
6, Monogram	3.5
7, "	3.9
Daisy	2.7

Washboards.

Single Zinc—	Per d
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per d
Painted, 2 hoops, flat	1.7
" 3 hoops, flat	1.8
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	1.3
" 2 lb. "	1.5

Clothes Pins.

5 gross, per box	.6

Mops.

O-Cedar—	Per d
Polisb Mop, large size	15.0
" smaller size	9.0
Triangle Mop, large size	15.0
" small size	9.0
Dusting Mop, black, large size	15.0
" " small size	9.0

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per d
1, Extra fancy large grass	1.3
2, Marble	.0
3, Grass	.8
4, "	.8
5, "	
6, "	.9

Stove Brushes.

Wood Handles—	Per d
No. 34, fibre, strap handles	1.0

Shoe Brushes.

With Handles and Daubers—	Per d
No 0, All Mexican fibre	.9
No. 1, Prepared fibre	1.2
No. 7, All pure bristles and full	1.8
No. 16, All pure bristles, socket dauber, solid back	2.

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	1.
No. 10, A	2.

Dusting Brushes.

No.	Per
7X, 10c. size	
8, Gray, patent fibre	1.
18, All horse hair	1.
21, " white tipped	2.

TOBACCOS—PLUG.

	Pe
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per g
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.
Sensation, ⅙ gross	6.
Wild Rose, ⅓ gross	6.
Omega	6.
Union Leader	6.
Red Man, ¼ gross	6.

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, August 28, 1916. NO. 9

Many merchants are scared by the mere size of a competitor. Size of itself counts for nothing. No competitor can make a consumer buy of him unless she wants to buy of him. Your chances to make her want to buy of you is as good or better, because you are on the spot.

Canned Tuna Men Complain at Deceptive Advertising of Yellow Tail Fish by Philadelphia Jobbing House.

National Presidents, Wholesale Grocers and Retailers, Differ as to Degree Chain Store Really Menaces the Average Retailer.

Keeping Down Expense of Operating Motor Delivery Wagons. Extracts From a Practical Letter of Advice by a Concern Using Several.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

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Greater than any possible profit to the up-to-date grocer is the satisfaction of selling a good article.

Shredded Wheat

brings to the grocer both profit and satisfaction. Shredded Wheat in every basket that goes out means satisfied customers. It is always the same high quality —the one universal, staple breakfast cereal. It is ready-cooked and ready-to-serve.

This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.



Say to Your Customers

USE

HIRES

GOLD MILK



And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



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where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

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SAMPLES FREE. NO OBLIGATION

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WE HAVE SOLD MILLIONS OF THEM

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Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

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Keeping Down Expense of Motor Delivery Wagons

Some Practical Advice From a Concern Which Operates Several. Running Expenses Can Be Made Reasonable or Unreasonable. Making the Little Repairs When Needed.

[The following article is a part of a letter of advice which a concern using several motor delivery wagons placed in the hands of every employee who had anything to do with operating those wagons. The point of the letter is how the cost of operating motor delivery vehicles can be kept down. Everybody who has ever operated a motor truck or motor delivery wagon knows that the expense of operation can be made very reasonable or made very high. It depends on how the various items are watched. The advice given in the following letter is of great value.—Ed.]

Of the total expense of truck operation, labor is the heaviest item; and this fact shows to what extent the human element enters into it, and emphasizes the necessity of educating men to properly handle the equipment. The possibilities of cutting down wear and tear expense, also repairs, fuel, tires, etc., are great. Labor runs high with the heavier capacity truck because the same requires more help. This is one reason why we favor the 1½-ton in preference to the 3-ton capacity vehicle, and another is the greater percentage of efficiency obtained through the use of the lighter truck.

With gasoline so high, we have been limiting the use of trucks and runabouts as much as possible. Encourage your men to get all the gasoline mileage they can; in fact, get up a little friendly rivalry among the men on this and you will find better results will follow. More mileage can be obtained by looking after the tires, keeping the valves in better condition and having them ground regularly. There are many other ways in which you can save on gasoline. Carbon in the cylinders means waste of gasoline. When a cylinder is carbonized the power falls off and your mileage per gallon falls short. Another thing, the better ignition the less gas used. The points on the spark plug should be the correct distance apart. They should be regularly inspected, as a missing cylinder means a waste of gasoline. The number of miles per gallon of gasoline can be increased by more care being given to the truck and runabout in a general way. The watchword now is to get more out of your gasoline than you did last year. Keep the front wheels lined up better. Keep the tires at a better point of inflation; in fact, there are a score of things you can do that when totaled will add to your mileage per gallon, and that is what we should all work for, considering the present high price of fuel.

Stick closely to all road rules, because if at any time there is an accident and we are not within our rights it goes very hard with the company. Drivers should not take chances on speeding past a street car or any other moving vehicle, or in crossing a street line, because it is much more advisable to lose a few minutes in a case of this kind than to take any chances and meet with an accident. A motor truck is not built to travel fast; it should not go faster than twelve miles an hour whether loaded or empty. A truck is figured on a scientific basis to do a certain amount of work, and when it is driven beyond capacity irreparable damage will result.

There has been a tendency wherever we have put on auto trucks to consider the auto deliveries in about the same light as the horse deliveries. This is one thing that must be absolutely gotten away from. The proper way would be to consider the auto truck in the light of a locomotive, and the shipping clerk ought to act as a sort of traffic manager, seeing to it that the truck carries as near as possible its full capacity at all times. In shipping carload freight it is our aim to load the car to full capacity and avoid paying freight on air. It is more expensive to haul wind in an auto truck than in the freight car, and economy in loading and routing is just that much more important. It costs about so much per mile to operate this machine whether you haul three hundred pounds or three thousand pounds. It will take about the same amount of gasoline, possibly a little more with a load, but the wear on the machine will not be so very much more, and the cost of labor will be the same.

There are certain fixed charges; for instance, fire and liability insurance, license costs, interest on the investment, drivers' salary, etc., that go on just the same during the working day, whether the truck is in operation or standing idle. If a truck stands at loading platform longer than necessary, the time is not only wasted, but it is making the delivery more expensive.

The cost to deliver per hundredweight will increase rapidly on this account. It is therefore up to the shipping clerk to work out some method whereby the load can be put on in the shortest possible time and get the truck started.

The chauffeur and shipping clerk will have to co-operate at all times in selecting the routes and studying the street conditions with a view of obtaining the greatest possible mileage out of the tire equipment. The chauffeur should take every precaution to protect the tires by way of slowing up when crossing rough street car tracks or turning corners, reducing speed on rough brick pavement, cutting down speed on worn-out asphalt streets, avoiding sharp rocks or street car track intersections where rails are worn to a fine edge, starting the car slowly and smoothly, instead of with a jerk, shutting off the power and stopping gradually instead of abruptly, depending on the brakes. One serious case in any of these respects will damage a solid tire so that its period of usefulness is cut down 30 to 50 per cent. It is ruinous to the motor to run the truck over rough roads at high speed in order to make up a little time. The chauffeur must avoid this.

Don't figure the manufacturer's guarantee will protect us altogether. It will protect us perhaps more against poor material and defective construction, but the control of the driver, the loss of time in loading and unloading, the selection of rough streets, overloading, overspeeding, cruelty to tires, lack of daily inspection, etc., fall without the pale of such guarantees. An auto truck properly handled is a good asset to any house, but if not properly handled it will cost a lot of money and grief and a good many explanations at the end of the month on the synopsis sheet.

When anything goes wrong and the truck is in need of repairs which necessitates sending it to a garage, be sure and keep in close touch w just what is being done to the m chine. We had one experie where an irresponsible man figu he knew more about how the m chine should be built than the ma facturers who employed the high priced engineers to bring their up to the highest state of perfecti This repair man changed the pr ciple of the motor, the oiling s tem, etc., and the result was t we had to spend a lot of mo buying new parts to replace th ruined by this so-called mecha

In connection with the main nance of the machine there are a of little things that the chauff can do just as well as the rep man in the garage. For instan he should be able to put on n sing grease cups, adjust cha grind valves, scrape carbon, take rods, etc. This work is simple, a if he does not understand it now can easily find somebody who show him. It would cost 75 ce per hour, maybe more, and doesn't take long to present a for from 10 to 20 hours of s work as this that could be sav and a few of these bills every mo will make the truck too expens to operate. On the other hand, don't want the chauffeur to do tinkering with the more comp and vital parts of the machine. instance, the magneto, timing ge etc., and we don't want him to experimenting by making changes anywhere. It is the sim work that we refer to. Keeping nuts and screws tightened up i very important thing, and so thing he can attend to every Due to carelessness in this resp we have had accidents that cost a lot of money. It is the li things like this that are so of considered so unimportant t leads to the big expenses, and urge the importance of these thi upon the chauffeur.

Most important of all is the ing. Have the chauffeur follow oiling instructions with the most diligently. Have him get i the habit of attending to cer parts at regular intervals. N rally, rapidly moving or turn parts need closer attention t

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hers. If a grease cup is lost, re-
ace it immediately, and look out
r missing grease cups every day.
won't take the chauffeur long to
d out which are liable to loosen
the quickest, and these should be watched especially close. Impress upon him the importance of mapping out a regular schedule for oiling, in accordance with the instructions furnished by the manufacturer and follow it without fail.

una Men Complain at Local Jobber's Advertising of Yellow Tail Fish

S. Janney, Jr., & Co., Advertised Yellow Tail as the Same as White Meat Tuna, and Stated That They Could Not be Told Apart. Demonstration Shows This Not to be True. Retailers Warned Not to Sell to Their Trade Under the Same Representations.

The various packers of tuna fish
e reported to be up in arms at
me advertising which has been
ne for "yellow tail" fish, by the
iladelphia jobbing house of B. S.
nney, Jr., & Co., 123 Market
eet. Yellow tail fish is packed
cans similarly to tuna, but is
ite different and very inferior.
spite of this the Janney con-
rn advertised it as follows in their
ekly price-list a week or two
o:—

the statements which the Janney concern made, and any retailer who acts on them and sells yellow tail to his trade under the same representation, is likely to get himself into trouble.

Some time ago some of the California fish packers asked the Government's permission to call yellow tail fish tuna fish, claiming the two to be of the same species. The Government refused permission because the two were wholly different,

ELLOW TAIL FISH (Same as Tuna Fish) 4 Dozen No. ½ Tins { 95c Doz.
We have been handling Yellow Tail Fish for several months with a great
l of satisfaction to ourselves and our trade. The meat is as white, as tender
l delicate in flavor, and as smooth in texture as any white meat Tuna Fish
ever saw and if you opened a tin alongside of Tuna, you could not tell the difference between
m; at the price we name this week, they will go humming, as it makes a 10c seller of a No. ½
Our stock is limited, so first come, first served.

The tuna packers and their repre-
ntatives say that this is an abso-
e misrepresentation. They say
at yellow tail is not the same as
na; that the meat is not "as white,
tender and delicate in flavor and
ooth in texture as any white meat
na fish you ever saw." They say
is not true that "if you opened a
alongside of tuna, you could not
l the difference between them."
A "Modern Merchant and Gro-
ry World" representative wit-
ssed a demonstration during the
ek with the two fishes side by
le. Both were packed in half-
und tins; the yellow tail was
.25 per case of four dozen and
tuna $4.50; quite a difference
tween two products substantially
same.

After seeing the two fish together
became clear that the tuna men's
mplaint was justified. White
at tuna is as white as chicken
east; yellow tail is a dark gray
n, looking much like mackerel.
ere is no warrant whatever for the yellow tail being in every way inferior.

The following statement has been made to this paper by one of the largest tuna factors in the business:

> We wish to say that yellow tail is positively not the same as tuna fish, although the taste is somewhat similar. The flavor of tuna fish is markedly superior and the appearance is vastly more appetizing. The meat is not as white as that of the first grade tuna fish and is certainly not as smooth—the best grade of tuna fish contains meat in solid chunks, whereas the meat of the yellow tail appears to be rather shredded.
>
> It is obvious that if yellow tail were the same as tuna fish the packers could better afford to label it as such, as tuna fish is known and yellow tail is comparatively unknown. Furthermore, the price of yellow tail is less than that of tuna fish and it would be an unwise packer indeed who would not label it "tuna fish" if the law permitted.
>
> One would have to have a severe cataract to be unable to distinguish betwecn yellow tail and tuna.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

To-morrow's Business!

WHEN a customer starts out to buy some standard article and has no opportunity to better the fixed price, it really makes no difference to him where he makes the purchase.

¶ However, there are two very definite influences which will guide any customer to some particular store.

¶ One of them is the privilege of obtaining the goods on credit, which in the final analysis is bad business both for the dealer and customer; the other is the assurance of receiving **some extra value for paying cash.**

¶ It is up to you, Mr. Retailer, to decide what class of trade you want. "S. H." Green Stamps have been building cash business for thousands of progressive, wide-awake merchants throughout the United States for the past twenty years. They not only bring to you desirable **cash customers,** but **keep them.**

¶ The "S. H." Green Stamp collector who does business with you one day and receives the quota of "S. H." Stamps to which he is entitled with his purchases, is a satisfied customer and **will come back to-morrow.**

"THE STAMP THAT STAYS"

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

The Cold Storage Food Law Decision.

A Pennsylvania Court has just upheld a contention which I have many times made in and out of this paper regarding cold storage food laws, viz., that the provision which makes a food product unsalable merely because it has been stored a certain period, regardless of its condition, is illegal and unconstitutional. The court referred to has just decided that this is true, in a case in which the Dairy and Food Department tried to prevent the sale of 78 tubs of perfectly good creamery butter, merely because they had been in storage more than nine months. The court found this provision bad for so many reasons that I am hopeful that the Appeal Court will do the same, although you can't tell. The Appeal Court will do everything it can to uphold an act of this sort.

Because if the time limit is struck down, the present act is dead. The time limit is the whole thing. I am hopeful that it will be struck down, for a law that confiscates a perfectly good food product merely because it has been stored in a certain place for a certain time, is childish.

Note my prediction that eventually cold storage laws will prescribe no time limit, but will contain two main provisions: First, that all food stored for more than thirty days shall be labeled cold storage food; and second, that without regard to how long it has been in storage, it shall be sold if it is fit to be.

Cassidy's Attack on Foust.

Harry P. Cassidy, who since his removal as Philadelphia agent of the Pennsylvania Dairy and Food Department, has drifted about from newspaper to newspaper as a so-called food "expert" or investigator, is now an advertising solicitor for the Philadelphia "Press," doing a sort of promotion work along food lines. Once in a while he breaks into the "Press's" reading columns with some crude stuff over his own signature. His most recent literary effort was an attack on Dairy and Food Commissioner Foust for "allowing" the sale of rotten eggs in Philadelphia. Cassidy writes a long, foolish attack on Mr. Foust, which to those who remember the expose against Cassidy himself five years ago, is the acme of absurdity. Without doubt some rotten eggs are being sold in Philadelphia to-day. There will always be some sold. But the amount which is being sold to-day is not to be compared with the amount that was sold while the self-righteous Cassidy was in charge of the Philadelphia district. Most of it was sold by his friend Craven, with whom Cassidy was on the best of terms. When Cassidy was exposed and fired, Craven went out of the rotten egg business, and from then on the business has been one of dribbles.

It will never be wholly stamped out until some miracle implants the seeds of decency in the hearts of the cheap and filthy foreigners who traffic in rotten eggs for the money in them, and would traffic in dead men's eyes, if they could make money by it.

Advertising in Your Local Paper Keeps Out the Mail Order House.

There is now another chance to learn something from an enemy. Herman Rosenfield, advertising manager of Sears, Roebuck & Co., a mail-order house which is cordially hated by every retailer in the country, says his company, in seeking good soil for increasing its business, always seeks out the towns where the local merchants don't advertise. This is what he said in a speech at the recent convention of the American Advertising Club:—

> We have a bureau whose duty it is to read each week the country newspapers from all over the country. There is not a paper of any consequence in our trade territory we do not get. The bureau looks over these papers and when we find a town where the merchants do not advertise in local papers we immediately flood that territory with our literature. It always brings results far in excess of the same effort put forth in territory where the local merchants use their local papers.

Surely, this is showing how t trick is done, isn't it? They hu up places where the local retaile don't advertise, and find they c get in there a great deal easier th anywhere else? Why? Obvious because the local retailers a weaker there than anywhere else.

Most merchants who don't adv tise in their local papers say doesn't pay them to. Very often doesn't, and the reason is one two: 1, either the advertising poor, or 2, the paper is poor. the advertising is poor, the adv tising and not the paper, shou carry the blame for lack of resu If the paper is poor it is often cause it is half starved for lack advertising. Give it advertisi and it will improve, always p vided the man at the head of is good for anything. If he is good for anything then the lo merchants ought to get togeth and start a decent paper of th own. This mail-order house is self authority for the statement t the right kind of advertising in right kind of a local paper is a w to keep the mail-order hou out.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

"Right in the Corner Where You Are"—Is where your real work lies. The great trouble with many clerks today is having their eyes on the other fellow's corner. Ignoring or not knowing that there are just as many kinks in his own corner as there are in his. "Far off fields are green" and often far off scenes are fairer to the eye than those immediately surrounding us. It's the same with life.

When your work is completed in your corner you will be moved to the next one. But your job must be finished without shirking. It must be done manfully and well and it must have honesty and true faithfulness as a basis.

* * *

"Wholesome discontent" is good but not at the expense of duty well done. Your aspirations to be Manager is excellent, but remember that the most menial work that legitimately comes to you *at present* must be performed cheerfully and thoroughly. That is one of the hard things for an ambitious clerk to get through his head. He wants to be the whole cheese at one jump, where, as every phase of nature and every healthy experience of life shows the absolute necessity of "watchful waiting" and natural growth.

Your corner needs you or you wouldn't be there and it is positively up to you to make the very most of it. If you neglect to do this don't expect your dreams to come true. Don't expect your rosy aspirations to develop. The law doesn't work that way and we are as surely under the law as we are under the beneficent effects of the sun rays.

* * *

Summer Windows.—These are tough days for window displays, especially where windows are not glassed in. Still, quick changes with little stock can be made with good effect. One recently cleaned up 15 cases No. 3 pork and beans at 15 cents a can. There were three prominent cards. One read: "This Big Can Pork and Beans in mato Sauce, 15 cents"; one "Enough one can to serve six people"; one healthy summer dish at a low sum price." Another was No. 1 crab m with white netting thrown over it. card read: "A Dainty Hot Day Dish a Crab Meat Salad, 57 cents."

* * *

Some time since we wrote about qu ifying goods on signs rather than a c price.

We give you the above as an ill tration. The thing is to suggest so thing. Say something that appe The public have to be told and told told—and then some more.

Saying pork and beans isn't enou It's enough on one card. But wh the matter with three cards? Sayi "New Crab Meat at 57 cents" is n essary, but you begin to sell the s when you tickle the palate with the *sa* suggestion. And so it goes.

pirited Retail Convention at Bradford, Pa.

ock Haven Gets Presidency, Howes Re-elected Secretary. Delegates Raise Money to Pay Off Old Obligations. Johnstown Gets First Prize for Increased Sale of Merchandise Under Pennsylvania Plan and Philadelphia First Prize for Increasing Membership.

ecial Correspondence of "Modern Merchant and Grocery World."

Bradford, Pa., Aug. 25, 1916.

One of the best attended and most ithusiastic conventions of the Re- il Merchants' Association of Penn- lvania was held at Bradford, Pa., ugust 21st to 24th. Great inter- t was manifested in all the pro- edings and at times the discus- ons on various matters reached ver heat. The programme as rinted in a recent issue of the Modern Merchant and Grocery Vorld" was closely followed, with ie exception that the address of Ir. Fred. Mason was omitted by eason of Mr. Mason's illness. W. . Crockett, of Cleveland, Ohio, bly filled the place left vacant by n address on the subject, "The Re- ail Trade and its Abuses." One of ie hits of the convention was the paper read by O. H. Stout, of Frankford, on "Taking the Guess Out of Business." Delegations were present from Olean, Utica, Syracuse, Rochester and Lockport, N. Y. A. M. Graves, of the Tri-State Wholesale Grocers' Association, was an official visitor and made an admirable talk, urging closer co-operation of all branches of business. A subject that caused much debate was the proposed change in the rates of premium to be charged by the Retailers' Fire Insurance Co. A recommendation was agreed to that the board issue two forms of policy, one on the all cash plan and the other on the premium note plan.

Officers for the ensuing year were elected as follows: President, Harry W. Shaffer, Lock Haven; vice-presidents, Charles P. Smith, Washington; Ely Bion, Sunbury; J. A. Edgar, Frankford, and Theodore Landsberg, Erie; secretary A. M. Howes, Erie; treasurer, W. H. Nelson, Chester. The following were elected to membership on the Executive Committee: J. D. O'Neill, McKeesport; D. E. Durbin, Pittsburgh, and Wilmer Crow, Harrisburg. Mt. Carmel was selected as the next convention city. Awards in the Pennsylvania Plan were made as follows:—

On sale of merchandise, Johnstown, $300; Titusville, $200; Scranton Business Men, $100; Vandergrift, $100; Scranton Retail Merchants, $100. Awards of $50 were made to each of the following associations: Lock Haven, St. Clair, Lebanon, Pottsville, Tarentum, Mt. Carmel, Bradford, Milton, Pittsburgh Grocers, Erie Grocers, Frankford Grocers, Armstrong County Business Men, Minersville, Philadelphia Grocers. A total in this class of $1,500. Awards for increase of membership were made as follows: Philadelphia Grocers, first award, $100; increase, 648 members; Frankford Grocers $50; increase, 61 members; Pittsburgh Grocers, $25; increase, 56 members; Irwin, $25, increase, 45 members.

A pleasant feature of the convention was the successful effort of Mr. Smedley in raising over $1,300 in about twenty minutes, this sum to be used in paying off all obligations of the State Association and enabling it to commence the year with a clean sheet.

Bradford entertained the convention royally and all the visitors expressed their pleasure upon the cordial reception.

The coming association year promises to be one of great achievement. The spirit of the convention was "co-operation and aggressive work." W. S.

The Week's Dry Goods Review.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods continues to run well ahead of the corresponding period of a year ago.

The volume of road sales for immediate, fall and spring deliveries has been considerably in exeess of the same week in 1915.

Customers have attended the market in much larger numbers than during the same period last year.

Collections for the week were exeeptionally good.

The market on domestie eotton goods is strong.

Merely bursting into national advertising mediums doesn't alone make a product worthy to be featured by a retailer.

And one call doesn't make a business.

There's a distinct class of old-established nationally advertised products, household words, tried and proven, which, perhaps with rare exceptions, pay the retailer *well* to handle, considering always the work he does. He is exceedingly short-sighted if he puts any obstacle in the way of selling these.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

The Grocery Markets

Tea.

The tea market shows no change for the week. Business is quiet, as it will be during the balance of the month. Holders are still willing to make concessions for the sake of making a good month's business. There is no weak undertone in the market, however. As soon as the demand improves the market will get steady.

Coffee.

There has been no change in the price of Rio and Santos coffee during the week. The demand has shown some improvement; in fact, quite a considerable improvement, but particularly in coffee to come forward from Brazil. Brazil coffees are firm. Mild coffees show no change and light demand. Java and Mocha dull at ruling quotations.

Sugar.

The sugar market has shown considerable demoralization during the week owing to the pressure of some holders of raws to sell, sales having been made as low as 5.50. The season for new beet granulated is coming on and the prospect is for a large production. Granulated sugar ranges from 7 to 7¼ cents, with some seconds hands holders willing to sell at 6.90. The consumptive demand for granulated sugar is poor.

Syrup and Molasses.

Glucose has advanced another 10 points during the week, owing to the firm corn market. Compound syrup is seasonably dull at ruling quotations. If there is any demand the price of compound syrup will undoubtedly advance, as glucose has had several advances recently. Sugar, syrup and molasses are dull and unchanged.

Fish.

There is some shore mackerel coming forward at very high prices. The catch is small but not an absolute failure. Norway and Irish mackerel remain unchanged and very scarce. Cod, hake and haddock are selling to some extent at the opening high prices. New prices on Alaska salmon have been named during the week on a basis of 90 cents in a large way f. o. b. coast for pink, and $1.50 in a large way f. o. b. coast for red. The price for red is lower than the trade expected. It is expected that all of the future orders which were taken subject to approval of price will be confirmed at the above figures. Domestic sardines, on account of scarcity, have advanced 15 cents a case and a large way quotation is now $2.85. Imported sardines are unchanged.

Canned Goods.

The weather has not been altogether favorable for packing tomatoes and in consequence the situation is steady to firm, without, however, any important change. Corn is steadily growing firmer by reason of short pack. The demand for corn and peas is only fair. Apples show no change; light demand. California canned goods are unchanged and quiet, as are small Eastern staple canned goods.

Dried Fruits.

The entire line of dried fruits unchanged. Prunes are exactly where they were a week ago; demand light. Peaches, apricots, raisins and currants are all unchanged and in dull demand.

Beans and Peas.

Except in California limas there is no change in peas or beans for the week. California limas have taken a slump and can now be bought in a large way 6½ cents a pound. Domestic pea beans are unchanged at $5.50 and marrows are slightly weaker at $5.50 instead of $5.75. Green and Scotch peas are unchanged and dull.

Butter.

The butter market has advanced from ½ to 2 cents per pound during the week, according to grade, this being due to the large export demand as well as the heavy home consumption. The receipts are normal for the season. Prints have made an advance of 2 cents. Storage butter is being withdrawn, owing to the scarcity of fine fresh, and is breaking close to the price of fresh.

Eggs.

The egg market is unchanged but very firm. The withdrawals of eggs from storage are heavy, owing to the large consumptive demand and the poor quality of fresh receipts. The market will probably not show any decline until cooler weather strikes the large producing sections.

Cheese.

The cheese market shows an advance of ¼ to ½ cent, due to the fact that both the export and the home consumption are heavy, although the export demand is not as heavy as it was some time ago. Some of the finest makes of cheese show slight heat defects and the situation is firm on this grade If there is any further change it will probably be a fractional advance, as foreign markets are also very high.

Provisions.

The provision market is firm and unchanged, with the consumptive demand good for the season. If any change occurs it will probably be at an advance. Pure lard shows an advance of ½ ¾ cents per pound, due to the hi prices of hogs. One report from Pitt burgh during the week said that t price of hogs there was the highest record. Compound lard is unchange firm, with a good consumptive dema Barreled pork is 25 to 50 cents a bar higher, with a fair demand and sh supply. Dried beef is firm and u changed and so are canned meats.

Court Holds Time Limit on Cold Storage Foods Void

Allegheny County Common Pleas Court Enjoins Dairy and Food Commissioner From Stopping Sale of Butter Merely Because It Has Been Stored More Than Nine Months.

In the Allegheny Common Pleas Courts on Tuesday last Judge Carpenter decided that Section 16 of the Pennsylvania cold storage food law was unconstitutional. The section in question makes various articles unsalable after they have been in storage for a certain period, regardless of their condition. Among these articles is butter, which cannot be sold in Pennsylvania after being stored nine months. The court holds that this provision is confiscatory and bad.

Edward J. Nolan, a wholesale butter dealer of Pittsburgh, had 78 tubs of creamery butter on which the time limit had expired. The butter, however, was as fit for food as it had ever been. The Dairy and Food Department sought to put tags on it marked "unsalable," and the owner asked the court for an injunction, which was granted. The following is from the court's opinion:—

Section 16 of the cold storage act of 1913 conflicts with the Constitution of Pennsylvania in that it violates the provision of the "declaration of rights."

Section 16 violates the fourteenth amendment to the Constitution of the United States, which reads:—

"No State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States, nor shall any State deprive any person of life, liberty, or property without due process of law; nor deny to any person within its jurisdiction equal protection of the law."

Being of the opinion that the plaintiff is without adequate remedy at law and that he is entitled to equitable relief, the injunction prayed for is allowed.

The decision will have a most important effect on the enforcement of the cold storage act—in fact if upheld it will practically emasculate it, and therefore the Department will at once appeal.

It follows that if the time limit on butter is illegal, the time limit on other food products is illegal also.

INDIVIDUAL MARKET REPORT

Rice.

The market for the past week sho a fairly seasonable demand; in fact, t output has been slightly in advance the same period last year, which wo indicate an improvement in gene trade conditions or an apparent nec sity on part of trade principally to just their assortment. The movem of course has been principally in stock, as the receipts of new crop this point have thus far been very lig there being but little call for the n stuff. The demand for blue rose strengthening, especially as new crop this variety will not reach this mar before early October. Japans quiet.

At New Orleans the receipts of rou rice, due to favorable weather, amo to considerably more than they did the same time last season. The qua is improving, the rice now coming being dry and in perfect conditi There is an improving demand for cl rice, which may have a tendency stiffen prices.

In the interior, Southwest Louisia Texas and Arkansas, due to clear skies, harvesting is now progressing isfactorily and several mills are prep ing to start operating in full blast.

D. Talmage's Sons C New York and New Orleans.

Imported Fish Specialties.

There is very little doing in the fish trade, the demand of course be limited by the prevailing hot weat but herrings of all kinds are selling rather satisfactory hand to mouth Imported Oil Sardines.—The t continues quite good. Prices conti as high as ever. In spite of an e mously large catch of Norwegian dines during one week prices have come down one bit, which shows dently that the Norwegian packers in a position to dispose of whatever may pack at remunerative prices Europe to their buyers there, and are not dependent upon America to their sardines at the present time. Of which we have made at slightly be packers' asking prices have all been fused, and no business has resulted. seems that the American trade is g ually getting accustomed to the prev ing higher prices for sardines, beca business in imported sardines is q satisfactory, although of course a g many more would be sold if prices not as high.

Strohmeyer & Arpe C New York.

Foreign Grocery Specialties.

There has been quite a stir in the oil market on account of cables rece from Italy reporting a strongly adv ing market; in fact, we have had vances of fully 10 per cent. on the fi grade of edible Italian olive oil, but market here is quite stationary; altho very strong, prices have not been vanced here a bit. Still, this is not prising, because we are in the habit never to advance our prices in acc ance with the primary markets. We

l forced by competition to wait before vancing prices until we are simply rced to do it on account of the higher st, so as not to lose money instead of aking a profit on our goods.

Owing to the rather unsettled and dening garlic market, shipments from aly have been only small. Stocks here e rather unimportant of Italian garlic d prices are rather firm, although not gher, and we may look for a steady arket in the near future.

Spanish Pimentos (Red Peppers).—re very strong. Stocks here are very iimportant, but there are still some ocks remaining in a few weak hands, id they are offering the goods to the ade at prices way below to-day's mart. Of course, it may be that they are tuated by the fact that probably the ods are not of as fine quality as they ight to be, and they want to get clear the goods, but real fine Spanish red ppers are rather scarce and high in ice.

STROHMEYER & ARPE CO.
New York.

—

Wheat and Flour.

In a milling experience of twenty-x years we have never been confronted th a wheat situation like that of toy.

With the Rocky Mountains as a diding line, wheat moves from the farms the seaboard en route to the hungry illions of Europe. East of this diding line the movement is to the Gulf d Atlantic seaboard, with the tributry States adding their surplus to the olden stream.

This year States that have formerly d a surplus beyond home needs must nport wheat for food and seed, and cause of this many cross-currents ll be found instead of the orderly ovement of normal years.

We have been so much concerned of e by the calamity that has befallen the ring wheat crops of our own and the nadian Northwest that it has disacted our attention from the unusual uation in the Central States.

Indiana and Illinois this year raised st one-third of last year's crop; Misuri, Texas and Ohio only one-half. iese States together with Oklahoma d Michigan harvested 119 million shels compared with 253 million last ar. Millers in these States will be mpelled to buy Kansas and other hard nter wheats to supplement their scant ops of soft winter. And now that the crop in the Northwest is a partial failure, the millers there also will be forced to look to Kansas to help them out.

The question is, how long will Kansas be able to supply the demand made upon her? Her crop this year is but 89 million compared with 106 million last year, and 176 million two years ago. The crop in the far Northwestern States is only two-thirds of last year's, for the Washington, Oregon, Colorado, Montana and California crops are 31 million short of last year, viz., 93 million harvested compared with 124 million a year ago.

It is quite likely that the seriousness of the situation will not become acute until after the turn of the year. At present there are abundant supplies in the show windows at home and abroad. There is in sight 250 million bushels against only 93 million last year, but this quantity is only sufficient for one month's consumption. When these supplies commence melting away, the whole world will awaken to the difficulty of replenishing them.

As we have repeatedly said in these letters, the United States will have more wheat than is necessary for domestic needs, and undoubtedly more than 100 million, and perhaps 150 million, can be spared for export; but very high prices will be necessary to attract it from the farms, and, if the larger quantity is exported, it would leave us with a dangerously small "carry over" to the new crop.

Early in 1915 the export demand was such as to bring about very high prices, Chicago May reaching $1.67 in February, and as a result of these high prices the exports for the crop year reached the huge total of 333 million bushels, and our reserves on July 1, 1915, were drawn to the irreducible minimum of 37 million bushels; namely 29 million in farmers' hands and 8 million in visible supply. In other words, our reserves were less than 22 pounds per capita, or barely more than three weeks' supply. It was only because of the excellent crop prospects at that time that farmers swept their bins; and it was a wise move for we harvested over a billion bushels.

The volume of our exports will depend entirely upon the outlook next spring. If our winter wheat crop promises well and the price is attractive, the farmer will be disposed to sweep his bins as he did in 1915, and we predict that it will be only because of high prices and brilliant crop prospects being concurrent that so much as 150 million bushels of wheat can be exported during the year.

There must be considerable uneasiness abroad about the outlook for the coming year. The importing nations require over 600 million bushels for the twelve months ending August 1, 1917, and where are they to obtain it? Much will depend upon the crop in Argentina which will be harvested next December and the India crop which comes next April.

We must recognize the fact that while Europe needs a huge quantity of wheat during the next eleven months her present abundant supplies enable her to choose her own time to purchase and her demands upon North America will depend altogether upon how much she can obtain elsewhere. Our trend of prices here will depend largely upon whether this demand is steady or intermittent. There must be either a milling or an export demand to maintain prices at any level and at present the milling demand is very small because domestic buyers are holding off awaiting a reaction in prices.

European markets have not kept pace with our advance and appear indifferent, and if this attitude continues much longer our market will decline. But when the tide of orders for export commences to rise, which it surely will sooner or later, with millers and exporters competing for the comparatively small surplus we will have for export we may expect some very high prices.

The public must be prepared to pay more for bread for an advance is inevitable even with no further advance in flour. We are to have an era of high prices for wheat. It is as irresistible as the rising tide of the oceans.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

—

Spices.

The market is more active. Trading is no doubt on the increase. At present it is confined mostly to actual needs, but the demand is becoming greater all the time. Spices for pickling and preserving needs are just beginning to move. The season is late. It looks to us like the oce n freight situation is likely to become a serious factor again. We can expect delays in the arrival of goods, due to shortage of bottoms.

Pepper.—The market is firmer here and sharply higher in the Orient. There is going to be a big demand for pepper this fall and indications really point to higher prices.

Red Peppers.—The spot supply is small. The demand here is growing. It is reported there is very little stock on the way to America.

Cloves.—Spot goods is now selling at a price less than that quoted for futures. The crop is short and prices are likely to go higher.

Pimento (Allspice).—Unsettled and somewhat higher. The demand is on the increase. The crop will no doubt be short.

Mace.—In fair demand, which is likely to increase. Prices firm but unchanged.

Nutmegs.—Low in price. Present prices we consider safe. Demand fair.

Gingers.—All grades are quiet and unchanged.

Green Ginger Root.—Is in active demand at firm to steady prices.

Tapiocas.—Steady and without any special feature to report.

Seeds, Herbs Etc.—Articles in the list are selling fairly well. Spot stocks of seeds are not large and any unsual demand will have a tendency to raise values. Caraway has been selling unusually well this week. Some large trading has been reported. Prices are likely to be affected thereby.

McCORMICK & Co.
Baltimore, Md.

AMONG THE TRADE.

The paper houses have been compelled to advance the price of such paper products as toilet paper, paper towels, etc. Raw material has doubled in price and is going up all the time. The Scott Paper Co., one of the principal factors, says "we are approaching an acute crisis in the paper business." It is no longer practicable for the retailer to sell toilet paper for 5 and 10 cents. Average paper must be sold four rolls for 25 cents and high grade sells up to two rolls for 25 cents. Paper bags, cartons and all paper products of this sort are steadily advancing.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Not Like Any Other

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

If you have something a little different from what others have—just a little better—you talk about it, your salesmen talk about it, you advertise it, satisfied customers will do the rest. Syrup is one of our specialties.

SYRUPS—Our sales on Syrups this month has surpassed the record; there must be a reason. Our ***Challenge Table*** Syrup is unexcelled in quality and always gives satisfaction. Our popular brands: ***Royal Table, Gilt Edge, Very Best, Starlight, Extra Amber, King "B," White Clover, Crescent,*** etc. We also have Fancy Ingleside N. O. Molasses in barrels and Cruiser Baking Molasses. A full line of Canned Syrups and Molasses.

FLUFFY WHITE WASHING TABLETS—Something new, will not harm the daintiest fabric, saves worry, labor, time and money. Six washes for 10c.; retails at 10c. a package. Single dozen 85c., three dozen in a box, at $2.40 per box. Try a box.

RED BEANS—Here is something to take the place of Red Kidney Beans, similar in style and flavor and almost impossible to tell the difference. Ladoga brand, No. 2 cans, 2 dozen in a case, per dozen, 90c.

CANNED CORN—We have a special lot of double cut Evergreen Corn, Watervale brand, immediate shipment, price 80c. a dozen. There is something doing in Corn. The pack will fall below early estimates, and the indications favor higher prices.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

The New York Letter

Court Says Packers Must Not Weigh Casing in With Meat and Must Put Weight on Label. Rumored Packing Combine Arouses Interest. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, August 25, 1916.

The long expected decision by the New York Courts, as to whether a meat packer can legally weigh in his casing and charge for it at the pound rate for ham and bacon, has been handed down during the week. The case was in City Judge Beall's court at Yonkers and the decision was that the packer had no such right. Counsel for the packers say that if the decision is upheld it will cost their elients $1,000,000 a year. The case was against Swift & Co. and the charge was that it compelled buyers of their meats to pay for containers at the pound price of the meat. A fine of $100 was imposed on Swift & Co., and Armour & Co. were similarly fined. The prosecution was brought by John D. Eylers, Sealer of Weights and Measures of Yonkers. He said that "Swift Premium" ham weighing 11 pounds, 6 ounces, had been packed in a container weighing 6 ounces and that the packer had charged the buyer for 11 pounds and 12 ounces of meat. The "Premium" hams sell at an average of 22 cents a pound, which means that he overcharge was 8 cents. The prosecution was indirectly for compelling the packers to stamp the net weight of hams upon the containers. The case will be appealed.

Following the decision, the City Bureau of Weights and Measures announced that it had been for eighteen months gathering testimony against not only packers but retailers and that it had twelve hundred cases to bring. The Bureau said that it would now bring all these cases. The action will be a criminal action for delivering less meat than is sold, and the Commissioner states that he will press for prison sentence.

* * *

The trade have been much interested by the receipt of information from the coast during the week that the J. K. Armsby Co., the Central California Canneries, Griffith & Skelley, the Alaska Packers Association and the California Fruit Canners Association were about to combine into a mammoth corporation to pack most California food products.

Summarized Market Conditions.

Tea in fair condition; light demand.—Coffee shows firmer tone, though without material change for the week. The cause is firmer feeling in Brazils.—Sugar easy. Raws have sold down to 5½ cents, and granulated, while nominally 7 eents, was said to be purchasable at 6.90. The tone is undoubtedly easier. —Salmon firm on the opening prices, although there is some talk of an advance. Tuna firm. Domestic sardines advanced on account of scarcity.—All canned vegetables are unchanged. Tomatoes somewhat firmer. Peas and corn still firm on rather high basis. Canned fruits steady to firm and quiet. Prunes said to be somewhat firme on the coast, but neglected in th East. Raisins also firm.—Wheat still soaring but the week close with a slight deeline; very stron undertone.—Flour very hig around $9 a barrel. The conditio of flour will be governed by th wheat market.

P. J. Larson's Store News

Vol. VI. BENSON, MINNESOTA, FRIDAY, JUNE 2, 1916. No. 22

The Empire Builder: This space can only pay a faint tribute to the subject, and the writers words only in a small measure compared with what is deserved—express the reverent feelings of a mourning Great Northwest and we might say, Nation. But we must chronicle in the pages of our Store News that on May 29, 1916, marks the passing away of one of the most active lives and most remarkable persons that ever lived on the American continent, J. J. Hill, the Empire Builder. A busy man, a plain man, a common man, a man with common sense, a man with much brains and who used them; a man with courage and keen foresight. An example of thrift. A master of finance. A captain of captains of industry. He left more marks on the sands of time of good and lasting nature than many of the emperors of nations. The Northwest owes him a large respect and his memory should and will have a place in history in the highest of rank.

Decoration Day was properly observed and justly so. The memorial exercises touch the feelings that also, need to be exercised once in a while, and it is an aid to keep alive the patriotic feelings of the nation, and fitting in honor of the defenders of the Union. We are pleased to see the proper attention given to this national holiday.

Weather for several days has been good and favorable for progress of work and the growing crops. Small grains are well in and doing nicely, while corn planting is a little behind time in some localities. Rain is not welcome at this time if of volume. Moisture is too abundant on low lands. Favorable weather from now on, however, will make things come nicely.

Grape Smash is a nice non-intoxicating summer beverage, which tastes fine and is healthful and can be used in hot weather in place of coffee or tea or lemonade, for table use it is a thirst quenching drink. It is economical to use. We have it in 10 and 25c bottles.

Grape Juice is a well-known article, and very extensively used. We only wanted you to know that we have it in stock. 25c the bottle (Welches.)

June 7th Is Circus Day. Gollmar Brothers will bring their elephants here on that day. There are yet some who have never seen a circus, and some who like to see one again. The past record of the show is good.

Rhubarb has been plentiful of late and cheap. It is very healthful at this time of the year and the most tender. Those who wish to preserve any of this should do so now while stock is available and at its best.

Chautauqua will be here on June 24th to 28th. This is commendable entertainment, which we believe all should attend for real pleasure and actual benefit at a limited cost, especially when you buy a season ticket. Those tickets will soon be on sale and secures the cheapest admittance when bought in advance before the Chautauqua gets here. Do not miss the Chautauqua, at Benson on these dates.

Canvassars: Now and then there comes to the community canvassers and demonstrators for some products and take orders from house to house. Then they come to the merchants with the signed orders and if the goods in our idea are reliable goods, we accept the orders in a good faith, thinking that the trade wants the goods and it is up to us to fill the orders. We are always glad to do this when the orders are genuine, but occasionally we get orders with faked signatures and plugged orders and those are unpleasant. One canvasser of late played that game strong and we had a lot of fake orders. Those kind of orders are against our principles of doing business and we look less favorable on such method of soliciting orders.

Strawberries have been in plentiful of late, and reasonable in price. 15c the quart has so far been ruling price, except specials on over ripe or inferrior stock, which we closed out at less. We look for berries to be cheap and plentiful all thru this season.

Wyandotte Washing Powder is a good article at 10c per can.

New Cabbage in stock but very high at present. Quality is fine. Selling at 6c per pound.

Eggs yet 20c retail, 19c in trade and 18c cash, market. Market is weak, however, and we may have a decline most any day.

Butter is weaker and supplies heavier. 25c is about top price. Demand is much slower. But even that price is a good price when grass is abundant and compared with some years ago is large. We keep our table butter on ice and take special care at all times in filling orders.

Old Vegetables: Of these we still have a fair supply of carrots, beets, bagas, etc. The prices are low.

Potatoes: Demand has been good as long as planting was on. Now, however, both demand and supply has eased up and market is not as firm as it was a few days ago, on larger markets. However, we look for price to remain about where it is locally. About 50c is buying price and retail is from 50 to 65c per bu. That is a fair price for both buyer and seller.

Seed Buckwheat: We had considerable inquiry for this and finally succeeded in finding some nice homegrown seed and now have some on hand. We sell this at $1.40 per bu. which makes cheap seed considering that a half a bushel is all that is required for an acre. And it is a useful crop. It can be planted late.

Seed Corn: We have on hand a fair supply of good seed corn. Both for checking and for fodder. $2 to $5 per bu. One special lot at $6.

Soft Sole Shoes: Just received a new shipment of the neatest numbers in blacks, white and colors, of the little soft sole shoes. Also a number of other infants shoes. Also some little patent leather slippers for small children.

Wash Ties: We have a nice lot of wash ties, excellent values at 25c.

Wash Goods: We have a large selection of these at splendid values.

Hats: Still a large selection of the best values on the market. All fast color goods. No advance in prices. 50c to $3 each.

Speaking of advertising, here is a somewhat unique plan which has been used for six years by P. J. Larson, a retailer of Benson, Minn. He takes a space in the regular issues of his local paper and runs his own little paper in it. Mr. Larsen, in writing this paper about it, says: "We issue no regular paper but have for the period indicated by the volume number have run an ad. in the style shown by inclosed copy every week, changed each week. This gives you an idea of the substance in each paper. We have found it advisable to continue as we believe it has been of benefit to us."

Barley Up Like Everythin Else.

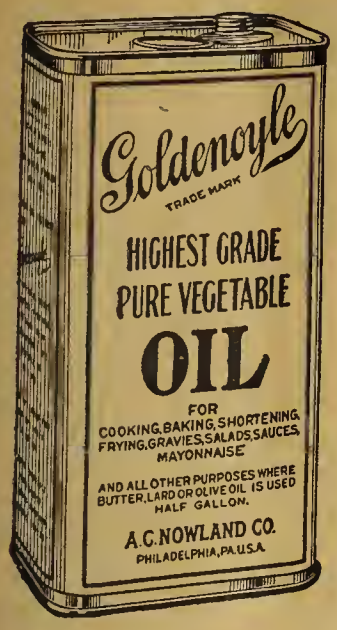
Present Quotation $3.85 Per O Hundred Against $2.50 a Ye Ago. Bushel Barley Also Mu Above Normal. All Barley Su stitutes Also High, So Public H Nothing Cheap to Turn To.

The barley situation is this ye more serious than for many yea baek, owing primarily to a cr shortage of 45,000,000 bushels, a we are advised that most of this in the territory that usually su plies the better grade. As th has been very little barley raised the other side in the countries t usually produced it, because of t disturbed conditions there, forei buyers will be looking to this cou try to supply their needs during t entire erop year, and their rep sentatives are busy competing w our local buyers and millers at t time for all the barley there is sight. Those mentioned use o the best grade of barley, which l advanced prices so that on l Tuesday barley grain sold in C cago at $1.15 per bushel of pounds, whereas the price on corresponding day of last year 65 cents per bushel for the sa grade.

Naturally, the price of Pearl b ley must reflect this higher gr value, so that No. 3 barley is day quoted at $3.85 per 100 pou as compared with $2.50 per h dred pounds a year ago. S higher prices naturally lead one think that the consumption of b ley will be curtailed, but as all b ley substitutes are higher than b ley, there may be just as much b ley used as ever.

The main barley substitutes which we speak are the follow and the prices quoted those o few days ago:—

Michigan pea beans,			$8 to $8.50 per
Scotch peas	5.80	to	5.90 per
Head rice	4.75	to	5.00 per
Fancy Rice	5.50	to	5.75 per
Lentils (out of the market)			
Farina	4.00	to	4.25 per



We Appeal to the Grocer— We Do Not Try to Force Him



When we started to put **Goldenoyle** on the market, we could have gone to the consumer alone and tried to persuade her to *force* you to handle it.

We don't believe in that. We advertised to you before we advertised to anybody else, because we had confidence, and still have, that you can judge good merchandise on its merits, and will meet a manufacturer half way on a worthy proposition.

Goldenoyle is a good proposition from any standpoint. It is the most highly refined vegetable salad oil on the market—we say that from twenty-five years' experience as oil refiners. You remember what Prof. Allyn, the Westfield chemist, said about it.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Don't You Wish We All Had This Much Sense?

Say, I've just seen the most sensiblest man that ever was. He has more plumb sense in his sneeze than I have in my whole carcass. I didn't know anybody had as much sense as that man has—you see so much of the other thing.

I'll tell you.

He's got a good big retail store on the best corner of an Ohio town that I make about every three months. It's a good store—I think he has about six clerks in it and they all seem to be busy all the time. He moves a power of goods.

I go in there when I make the town and let him coax me into selling him my justly celebrated goods. Sure, I most always give in. And then after we're through the business I sit and chin with him a spell. He's a nice fellow—I like to talk to him, and as I only see him four times a year we have lots to chew on.

He treats me with respect, too, that's more than everybody does. I said that only last week to a customer that had said an awful rude thing to me, and he said it was because the other man only saw me every three months. Gee whiz, but if it hadn't been Monday I believe I'd have torn him apart.

Well, to get back, I and the Ohio man were talking about the cost of help.

"It costs me at least $15 a week more because I can't sell goods myself," he said. "If I could only go behind the counter myself and sell, I could cut down a good deal."

"Well, why can't you?" I said.

"I'm no good," he said, "people seem to like me well enough except when I try to sell goods to them, and then I fall down. I don't know what it is—I guess I rush the thing too much—but I've seen a good many times that customers don't like me to wait on them. So I took a tumble and don't try any more. But it costs something to fill my place."

Now that's why I say he's the most sensiblest man that ever was. How many fellows do you run across with gumption enough to see that, if it's true? They might see it, but it would make 'em sore, and they'd go ahead all the same. And maybe lose business by it. It takes a pretty big man to see it, and then swallow it and act on it. A great big man, believe me!

I've often thought that every fellow ought to know whether he can sell goods or not, but the fact is that some don't. They can't see it. And they go on trying to, and falling down except in the most picayune way—seems to me somebody ought to go tell 'em—"Old man, you're an elegant fellow, but you can't sell goods. You don't go at it right, or you talk too hard, or you do this or you do that. Now take my advice and try something else."

You could find people to tell that to on the road for wholesale houses, selling, or trying to sell other people's goods, and you could find people to tell it to behind the counter in retail stores, trying to sell their own goods. The fact about all of 'em is that they can't sell goods any more than a turkey can sing tenor. They don't know the first thing of how to go about it. When somebody asks for a pound of something they can wrap it up, but that ain't selling goods. A hand organ monkey could do that in three lessons.

Here's what I mean by selling goods. A customer comes in for one thing. Selling her that and then something on top of it that she had no idea of buying when she came in—that's selling goods.

Something else. The other day I was standing in a customer's store when a little peach came in.

"I'm going to have a lot of girls at the house to-night and I want to get something different from the old cakes and things. Everybody's had so much of them they're sick of them. What have you got that's new?"

Oh, what a lovely cinch that was for somebody that could sell goods! Eh? Gee! But I could have broke right down and bellered at the way it was handled. It was like slapping a pretty woman's mouth when she puts it up to kiss you.

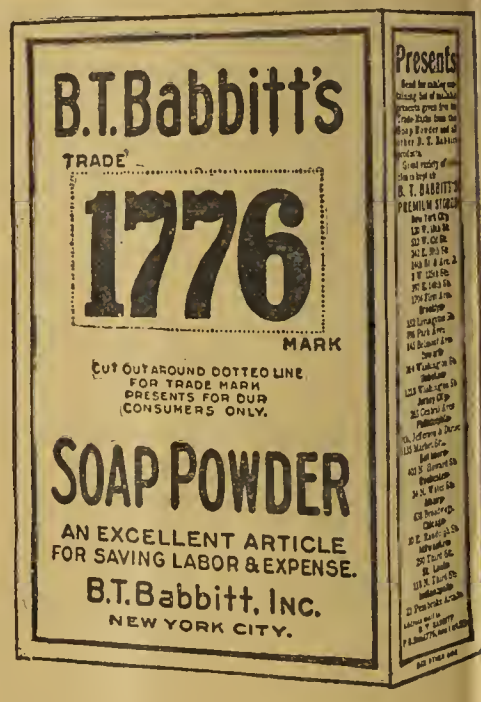
To grab up a chance like that, and squeeze it dry—that's selling goods.

I'll tell you a funny thing I heard a fellow's wife say to herself r long ago, though she said it o loud and I got it. He had a bi ger store than the Ohio man's, a used so many clerks that he did need to wait on anybody himself all. But he thought he could han the carriage and auto trade bet than anybody else. He had qu a lot of it—there's a bunch of t kind of people on the outskirts his town and as he has the b store he gets most of it.

Now I know this man well, a I'll say to you right in your that he *can't* handle the carri and auto trade better than anyb else. He can't handle it as well the poorest clerk in his place. H got a little woman in there t could sell goods to that trade around him, if he'd only let her to it. But no, he had a hunch could do it, and when any of came in, he'd drop whatever he doing, go out and make a low b and start in not to sell goods.

One day I was in his store he left me do this. His wife h pened to be standing right there when she saw what he was do she said, really to herself, bu got it:—

NEW LARGE
Pound Package
ONLY 5 CENTS
To the Consumer
The New Package of
Babbitt's 1776 Soap Powder



has every feature in its favor to make it the biggest and fastes seller you ever handled. It's a pure soap powder of wonder ful cleansing power, and means "Freedom from Drudgery" for the housewife. The big pound package that costs only 5 cents is the biggest moneysworth she can buy, and that please her. The Trade Marks are good for beautiful and usefu presents. If you'll keep 1776 Soap Powder on display an mention its features to customers, you'll find it easy to put a few packages in every order.

B. T. BABBITT, Inc.
NEW YORK CITY

'Oh I do *wish* he wouldn't do it!"

Now she may have meant she shed he wouldn't be so impolite to leave *me,* but she didn't. She s on to something he couldn't himself. Wonder why she in't tell him. None of my busi-ss—I suppose she knew him bet- than I did and knew he wouldn't e it right. Maybe some day 'll get real drunk and tell him. forgive any woman for getting nk to tell me something that would help my business like I believe that would help his. She could even get sick at her stomach and I'd forgive her. That's right.

Here's the way I look at this selling game. The fellow who tries to sell goods when he can't do it, sells less than can be sold, and keeps somebody from selling that could sell more. Personally, if you ask me, I'll bet that Ohio man makes his $15 and more, just by *not* selling—letting somebody else do it who can do it better.

THE STROLLER.

ational Presidents Differ as to Chain Store's Menace of Regular Retailer

hitmarsh, of National Jobbers, Doesn't Think Chain Store Constitutes a Menace to Retailer While Schaefer, of National Retailers, Thinks Chain Store May Mean Extermination.

A very interesting difference of nion exists between Theodore F. hitmarsh, president of the Na-nal Wholesale Grocers' Associa-n, and John H. Schaefer, presi-nt of the National Retail Grocers' sociation, over the extent to ich the chain store should be aded by the ordinary retailer. esident Whitmarsh does not con-er the chain store much of a nace to the average retailer, ile President Schaefer thinks the in store may exterminate the rage retailer.

Here is President Whitmarsh's tement:—

Chief among the problems that eset the small, independent mer-hants of the country just now are 1) chain stores and (2) mail-order ouses. Both owe much of their uccess to methods that I believe onstitute "unfair trade practices," nd in the case of the mail-order ouse, at least, the Government, rough discriminatory postal rates, as aided very materially.

Our objections to the chain store nd the mail-order concern are not ctuated by any motives of envy or alousy, or by any fear that they ill displace us or our customers, ie independent retail grocers of the ountry, in the general scheme of istributing food products, for if it an be shown that the chain stores nd mail-order houses are the most conomical channels of distribution rom the producer to the consumer, eir existence is justified, but if ey are not the most economical hannel and they thrive at the ex-ense of the independent merchants rough unfair trade practices, then e do offer most serious objection the continuance of such trade vils, and believe they should be rought forcefully to the attention f our State and Federal Govern-ents.

The chain store I do not regard a serious menace to the small grocer. Wherever it has shown the way to economical management, to the elimination of waste, or how two blades may be made to grow where there was only one before, we are in its debt, and cheerfully make acknowledgment of our obligation. The chain store, and the large retailer, too, frequently purchase goods on the same basis as the wholesale grocer, and where they have so succeeded in securing goods nationally known they have, not infrequently, offered them to the public at cost or less than cost in order to lure trade to their stores, to sell them, not the particular articles featured, but such articles with such others that carry a profit that will more than compensate them for the loss sustained on the well known brands. Such a selling plan, I believe, constitutes an unfair trade practice; it violates a fundamental principle of good business, that all merchandise shall be sold at a reasonable profit only, and not at a loss or for an exorbitant profit. It constitutes an imposition on the purchaser who, when not buying the special items featured by cost or less than cost prices, is obliged to pay more than a fair margin of profit for such goods as he may purchase. Some may say, let the small man resort to the same merchandising trick of offering a few standard items at cost or less than cost and reimburse himself on other goods as to whose real value the general public is not so well informed.

But who would profit by such a course? The consumer? Certainly not, for if he pays 2 cents less for one item than it is worth, be sure he will pay 2 cents to 4 cents, and perhaps 10 cents more, for another than what constitutes a fair margin of profit. If the practice is wrong in the case of the chain store or the mail-order house its adoption by the smaller merchant would not make it right. Offering one article for less than its cost is never done except for the purpose of deluding the prospective purchaser and selling some other article or articles for more than they are worth. It constitutes an unfair trade practice, subjecting the merchant who does not resort to such tactics to unfair competition, and works to the disadvantage of the public, for the latter in buying such items as are not featured in this way is obliged to pay more than fair prices for them.

Incidentally, I might remark here that I do not believe that the manufacturer who sells direct to the chain stores, the large retailers and the mail-order houses is doing himself justice. It is, of course, his privilege to sell to any one he chooses, and at such prices as he may deem advantageous to himself. We do not attempt to challenge that privilege, nor even attempt to claim the right to challenge it. But I most earnestly believe that a manufacturer is preparing his own downfall when he sells to less than 5 per cent. of the food distributing agents of the country at the same prices he does to the jobbers, who are obliged to resell such products to the other 95 per cent. of the food distributing agents comprising the small merchants of the land.

President Schaefer's statement on the subject is as follows:—

To-day indications point to an extermination of the individual grocer through the large chain and mail-order corporation, to which all eyes are temporarily directed, and the millions of dollars are annually being milked from our rural communities to the highly commercialized centers of population. We find that we are surrounded by great organizations of capital who heretofore have been satisfied to specialize along their own individual lines, but recently not satisfied with the fair and reasonable profit derived from this special line, and crazed by the desire to reap more profits are directing their efforts to usurping the function of business of the small retail dealer. It seems to be the ambition of these business men to build up corporations of such vast magnitude that they are able to carry on and conduct the business of thousands of small retailers without benefiting the people.

Inclosed is check for $3 for the "Modern Merchant and Grocery World." This is some paper. It beats them all.—C. C. Stevens, Davenport Center, N. Y.



New Joy for the Palate

Mapleine Flavoring

The outstanding qualities of Mapleine are in its deliciousness and its universal use. Mapleine is used for everything—in Icings, Soft Drinks, Candies, Cakes, etc.

Your Customers Will Be Pleased

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton Moneyweight Scales

S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

You Profit—

and your customers benefit, every time you sell Rumford. Every can sold means another sale of—

Rumford
THE WHOLESOME
BAKING POWDER

RUMFORD CHEMICAL WORKS,
Providence, R. I.

N.65



No. 378.—Various Cases Brought Under Honest Advertising Laws.

In these articles I have several times discussed different phases of the honest advertising law, which has been enacted now in most of the States. In substance, all these acts are closely similar. They provide that anybody making false representations in any form of advertising as to the real value, or character, or brand, or origin, or quality of merchandise which he offers for sale, shall be guilty of a misdemeanor and subject to fine or imprisonment.

In some States the honest advertising law has been very vigorously enforced, in others it has not been enforced at all. In Pennsylvania, my own State, no effort worth the name has been made to do anything with it. The most effective campaigns which have been waged under advertising laws have been waged by associations of merchants formed for that purpose, or existing associations which added this as a new department.

When the States first began to pass honest advertising laws, I predicted that most prosecutions would be for false statements regarding the real value of a "bargain," or its former value. This prediction has not been entirely born out. There have been a great many such cases, but at least an equal number have been brought for making false statements regarding the origin of goods offered as bargains, usually for offering them as goods bought at bankrupt sales when they were merely part of the regular stock.

I have rather closely followed the enforcement of these most useful laws, and here present brief reports of several prosecutions brought under them in various places. One of the most interesting was brought in Spokane, Wash. Readers hereof will remember that when I predicted that most prosecutions would be for falsely representing a former or real value, where an article was offered for less, I admitted that this would be about the most difficult part of the act to enforce, because the actual value of an article was within certain limits a matter of opinion, and therefore it was going to be difficult to prove a given representation intentionally false. I showed by illustration how this could be done, however, viz., by producing testimony of expert witnesses that the article whose real value was given at such and such a figure, had never sold for that and never in the nature of things would be sold for that. Where this evidence was available the defendant would be held to have known the fact.

The Spokane case was against a piano dealer who advertised "Weiler pianos, regularly $400, on sale at the special price of $195." Prosecution was begun, based on the charge that the representation that Weiler pianos were sold regularly at $400, was false. At the trial it was shown that the Weiler piano cost $75 at the factory and $90 laid down in Spokane, and had never been sold at such a price as $400. The advertiser was found guilty and fined.

In a case brought in Milwaukee, Wis., a local advertiser had for a long time been particularly extravagant in his price comparisons. "Real value," or "former value," or "worth," so much. Here the matter was cured without prosecution. The local merchants' association induced the newspapers to go to the advertiser and tell him that if he didn't moderate his comparisons he would be prosecuted.

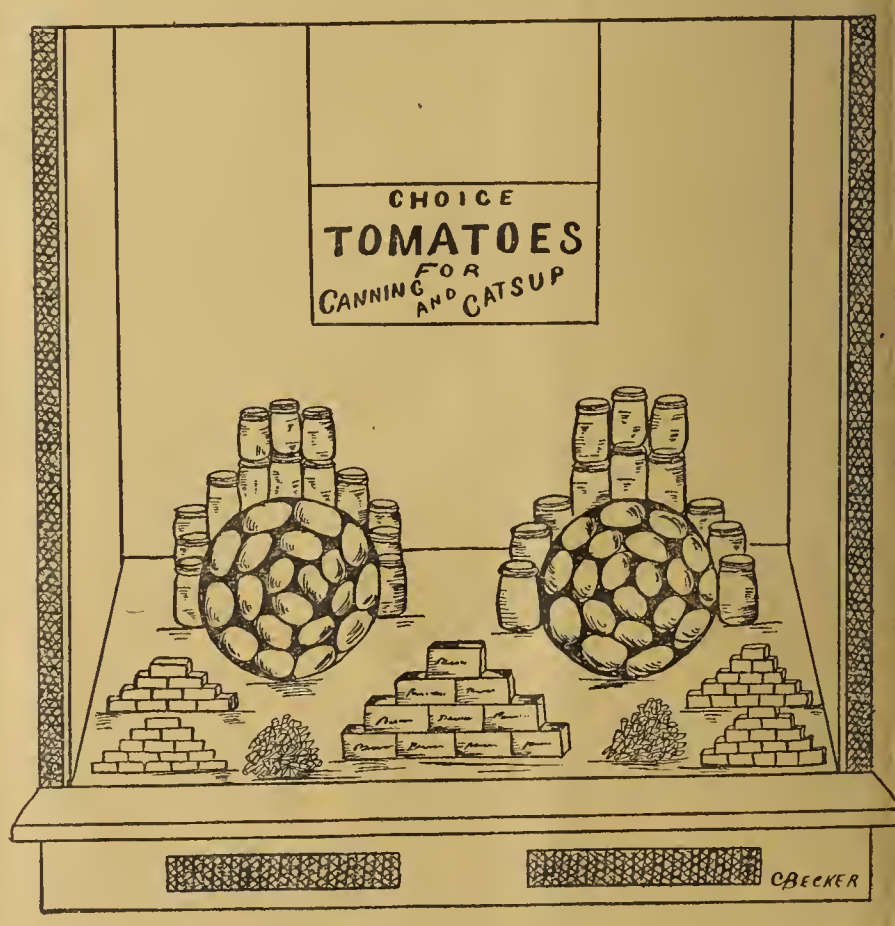
In Indianapolis, Ind., a department store advertised "$2 Medallions for 23 cents," and showed a picture of a framed medallion. The customer who went in after one found that the 23-cent price was for the medallion unframed, and the local association got the storekeeper to modify his advertising by stating that the medallions were unframed.

In another case which arose under the Indiana law, also in Indianapolis, an advertiser announced "the biggest sale of clothing in many years." The stock was represented to have been brought from a bankrupt sale. The fact was that only a small part of it had been; t balance was from the store's o stock. This concern was co pelled to change its advertising conform with the facts.

An exactly similar case tra pired in Los Angeles, Cal., wh a dealer advertised a bankrupt s of pianos—"the entire stock" o bankrupt concern—though he bought only eight pianos from bankrupt stock and the balance his own. This man was prosecu plead guilty and was fined.

A New York City retail dealer committed a fraud whic am told has been widespread ing the present season—he ad tised for $2.85, a "genuine Pan hat, value $5, $6 and $7.50." local association took the case and brought prosecution. "genuine Panama" hat was pr to be a cheap imitation from Ja The defendant was found gu and fined. His only defense

Weekly Window Display Suggestions



Tomato Display.

This is a good time to suggest canning tomatoes and making cat First cover the bottom of the window with light green crepe paper. In fr and in the center arrange a pyramid of Parawax and at each side a pyra of jar rubbers and corks. Back of the jar rubbers build pyramids of bo containing spices. If your window is large, you can arrange other pyran of paraffine, corks, etc. Cover two barrel tops with the green crepe pa and support them with two cans of corn or tomatoes. Fill each lid v choice tomatoes and around each arrange a semi-circle of quart and pint j Suspend a large sign card, as illustrated.

the manufacturer of the hats stamped "genuine Panama" de, but this was not accepted. ler most honest advertising s, this would not be a good de- se, first because some of these s do not require that the misrep- ntation should be made know- y, and second because the law uld usually hold a man guilty) made representations that he not absolutely know were true.

(Copyright, August, 1916, by Elton J. Buckley.)

—

Question: * * *, Pa.—With re- d to a recent article in the Legal partment of your paper, on hen the Seller of Merchandise s Down in Filling Contracts," se give me specific information this case: We made a contract eral months ago with a certain nufacturer to pack for us, under label, a chemical preparation ch we handle quite extensively. contract was similar to that ch we make every year and e has never been any trouble n it before. The manufacturer now written us, however, that the time being he will not be to make shipments, for owing he war he is not able to get any e supplies of a certain ingredi- which comes from the other . The preparation depends ely on this particular ingredi- and is not practical without it. herefore means that we must ontinue selling the goods. This involve a considerable loss of it, and the question is, have we way of collecting this loss from manufacturer?

nswer.—You may not be able to ect all the profits that you will through having to stop selling, but you can undoubtedly collect some damages from the manufacturer. You do not say what sort of a contract you have with him. It may be a contract prepared by him, containing all manner of protective provisions which would let him out of a situation like this. Or it may be simply an order blank containing no such provisions. If it is anything like the latter, you can collect damages from him, and the measure of those damages would be the value of the business which you lost by reason of his default.

A man who contracts without reservation to supply certain goods will be compelled to supply them, or account in damages for his default. No excuse like "I can't get the raw material," or "I can't afford to buy the raw material at the present price," will serve. The law will force him to make the fulfillment of his contract as certain as he made his contract.

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

To Make Stock Food from Fish Waste.

Nearly 120,000 tons of valuable stock and poultry food high in protein can be produced annually from the wastes of the salmon and sardine packing industries, and of the menhaden fish oil and fish scrap factories on the coasts. This is exclusive of additional wastes from the tuna packing companies and does not include a large additional tonnage of valuable stock food that could be made from dog fish, now the bane of the market fisherman. This statement is made in United States Department of Agriculture Professional Paper No. 378, Fish Meal: Its Use as a Stock and Poultry Food, which was issued jointly by the Bureaus of Chemistry and Animal Industry after they had completed experiments in making a stock feed from fish waste and had tested it at the Government farm at Beltsville, Md., as a food for dairy cattle, pigs and chickens. According to the conclusions reached by the investigators a vast amount of fish waste, which now is being used wholly for fertilizer and fish oil, can readily be made to yield a better quality of fish oil and a vast tonnage of a highly concentrated feedstuff.

Crackers and Coffee Must Be Fresh and Clean

in order to be a success. The cracker baker and the coffee roaster must take care of the flavor and goodness, but keeping the product clean and fresh is a duty that can be left satisfactorily to



Heekin Heavy Duty Steel Cans

Used for crackers, they retain the crispness, flavor and prevent over moisture. Size, 15½ x 27¾ in.

Used for coffee, they retain the aroma, bouquet and keep out dirt and dust. Size, 15½ x 20¾ in.

Plain, lacquered or stenciled with attractive designs prepared by our artists.

Prompt service. Small quantity orders cost no more per can than large ones.

Heekin Can Co.

New St. and Sixth Ave., Cincinnati, Ohio

"Heekin Can since 1901"

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

A Nation Wants SUN-MAID Raisins

We are conducting a smashing advertising campaign to make the nation understand and appreciate the great value of raisins as a true fruit-food as well as a delicacy. A page a month in *The Saturday Evening Post*, colored pages in *The Ladies' Home Journal*, and local newspaper advertising, is making millions of people think about raisins who never thought of them before. And they are all thinking about just one brand now—the Sun-Maid brand.

Three Varieties—Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded).

Your Jobber Can Supply You

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers (285) FRESNO, CALIFORNIA

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.



I have from the Warrick Grocery Co., Washington, Pa., a copy of the Washington "Daily Reporter," in which a 6-inch single column advertisement of theirs appears. They have also marked the advertisements of two other local grocers, so that the paper gives a little picture of the local grocery advertising as done in that town. I mean of course the local newspaper advertising. The paper in which these advertisements appear is a well printed, newsy little sheet, evidently with standing and influence in its field. My heart warms to a local newspaper that is conducted with energy, enterprise and pride. It is a credit to any community, a benefit to everybody and a fine advertising medium. But the slack and careless sheets that come in here sometimes are abominations in the sight of Lord and man. They have no excuse for existing and benefit nobody.

Warrick's Summer Sale

OF WHITE CREPE TOILET PAPER

This is the most cloth-like toilet tissue on the market.

It is made from pure fibre under sanitary conditions and is soft and strong, yet will not clog the drain pipes.

We bought this paper months ago with the expectation of putting on this special sale. All papers have advanced enormously. We could not buy paper of like quality at the price we are now asking you.

We believe you will make no mistake in buying six months to a year's supply. Special large rolls, full eight ounce net weight.

4 Rolls for 25c

WARRICK GROCERY CO

99 South Main St.
Phones 2000 and 2001.

The Warrick advertisement measured 6 inches single column, the Ryan advertisement 4 inches double, and the Paul advertisement 4 inches double. I am reproducing all of them for purposes of comparison.

* * *

The only one of these which I think calculated to get any traceable results is the Warrick advertisement. I suppose that delicacy led them to eliminate toilet paper from the heading, but the advertisement would have been improved with a heading like this: "Summer Toilet Paper Sale—Buy a Year's Supply." Even with the original heading, however, I should expect this advertisement to sell some toilet paper.

* * *

The Paul advertisement I believe to be almost innocuous. I should not expect it to get any business or to have any effect whatever. It makes no suggestion and arouses no desire to buy anything at this particular store or anywhere else, for that matter. Of course everybody

We Want You to Come to Our Picnic

When you get invitations similar to this don't worry about what to take along for lunch. Come in here and get your every need supplied. Choose from the following and anything else you desire ask for it, we have it: Wooden and paper plates, pickles, all kinds, buns, lemons, potted meats, a full line, cheese, any kind, dried beef, olive salad, olives, salad dressing, cliquot Club ginger ale and root beer, paper table cloths and napkins, fruits, all kinds, salmon, sardines, tuna fish, grape juice, cakes, etc. Then if you like our way, try us again.

C. E. RYAN, Grocer,

Bell Phone 569-570. 175 S. Main St.

"Eventually, Why Not Now"?

Hot Weather Eatables

At this particular time of the year when the thermometer registers as it has been doing for the past two weeks, your first thought is, what can we have today that does not require being in a hot kitchen standing over a gas fire for a half hour or more?

When your thoughts run in that direction, think then of OUR STORES. We have the largest selection of EASY to prepare HOT WEATHER FOODS in town.

In Vegetables and Fruits our line includes everything in season.

"YOURS FOR THE BEST THAT THE MARKET AFFORDS AT PRICES WITHIN REACH OF ALL."

Paul Grocery Co.

Three Stores ---------- Both Phones

"IF IT'S GOOD TO EAT WE HAVE IT."

in hot weather wants to get out cooking hot steamy dishes, so plant no new thought there. I all right, too, to advertise weather foods in summer, but the public some suggestions. New Hot Weather Food People Seem to Like," will sug an idea. "Three Delicious Weather Desserts," "This Tea Especially Fine Iced," are a co more. The idea is to make pe want some one particular th which you keep. It would be to crowd more generalities into advertisement than have been into the Paul advertisement; in it looks as if it might be a s advertisement bought ready m

* * *

The Ryan advertisement l like another stock advertisem It contains no suggestions w ever, as I see it. It is true th number of things are mentio but they are not brands, but m names of lines which every handles. There is nothing mo this advertisement than there w have been in this: "We Ha Groceries of All Kinds." I believe in advertising of this and I have never seen it get an sults. You can hold up a w store at once to a consumer an her to patronize you, but no merely naming over some of things that store handles, whic also handled by every other in the town.

NOTE.—This department is devot the criticism of advertising matter in, to the devising of new adver ideas for special occasions, upon re and to the suggesting of original a tisements when data is supplied. communications sent for this D ment should be addressed to the of Science of Advertising. They be taken up in strict rotation.

Law Suit Over Right to Use the N of Kellogg.

There is a lawsuit on over wh the right to use the name Kello connection with toasted corn flake other food products, Dr. J. H. K or his brother W. K. Kellogg. Kellogg is the man now making logg's Toasted Corn Flakes. Dr. logg has brought the suit. He se have his brother and nephew rest from shipping corn flakes outsid United States, from selling t brand flakes under the name of K from bringing harrassing suits in States, from using the secret and fidential processes of making food vised by Dr. Kellogg, and from m candy and surgical apparatus und name Kellogg, and the suit also as an accounting of the profits made the business and seeks damages.

Grocers of One Town Join in System to Get Back Tea and Coffee Business from Peddlers

Go Straight to Consumers, Through Local Papers, With Arguments That Regular Merchant Can Undersell Peddler. Sample Argument Which, However, is Not as Strong as it Might Be.

The coffee peddler is beginning attract attention from the trade over the country, for it is now cognized that he is the main fac- r in the decline in the regular tailer's tea and coffee business in e last ten years. The retail gro- rs of Terrell, Texas, have mapped t a systematic fight to get their ade back from the peddlers, and e going straight to consumers th their arguments. We repro- ce below a part of an argument inted in the local Terrell paper om the pen of one of the local ocers:—

In discussing this subject I will make the statement in the beginning that most any reputable retail merchant can and does sell coffees and teas cheaper than any peddler or mail-order house that ever asked for your patronage. If the merchant depended upon these lines alone he could not remain in business. Why? Because there isn't enough profit when good goods are given. By making a little profit on each of hundreds of other lines the merchant is enabled to handle each on a smaller margin than otherwise.

It is all bunco about the big foreign houses being able to sell goods so much cheaper than the retail merchants. In their case there are as many middlemen, twice as much red tape and accounting expense charged against goods as in the case of a given item coming from the retailer. Practically all of the great manufacturing institutions of America, firms which are known nationally and internationally and whose resources are unlimited; yet I will say practically all of them, 95 or 99 per cent. of them, have figured it that the cheapest and most economical method of reaching the American home is through the jobber and retailer.

These big concerns, many of them as solid financially as our Government itself, could and would put out hundreds and thousands of wagons and solicitors of their own to get your business, but they know that it would cost them as much or more than it costs the merchant; in other words, they know that the merchant is earning his money that he makes off their goods, otherwise they would replace him mighty quick. Being as they are as big as the Government itself, they have studied these problems, and they would not permit any stumbling blocks or economical misfits to remain in the path their goods follow on their way to the consumer.

There are thousands of these manufacturers in our country, yet one wholesaler handles all their lines, thus doing it for less than if each maker had to maintain his own agent on the ground. One jobber in the city of Terrell handles practically all these lines. Suppose each big manufacturer had to have his own salesman here. What do you suppose the overhead expense would be? As it is, under the retail-jobber plan, nearly all these car lots or train lots through central goods are ordered by wire or letter in broke s. and thousands of dollars in freights and selling expenses are saved. No concern which ships small lots of goods through irregular channels and sends men around to your door to sell small items can ever make cheap rates. His salesmen and overhead expenses cost more than the goods themselves.

If you think the retailer-jobber system of distribution is cumbersome or expensive, let me give you an ilustration. Do you know that in many cases you could not afford to pay the freight charges from point of origin if the goods themselves were to be given to you? As an illustration, if a friend in California were to give you a sack of potatoes your transportation costs would then be more than it would cost you to buy at any store.

On last Christmas our bookkeeper, who has an uncle living in Winterhaven, Fla., received from his uncle a box of oranges gratis, but the express charges were $5.80, and at the very time we were selling oranges at $3.25 and $3.50 per box. In the case of the oranges we were selling, the grower had received his part, the railroad its part, and the jobber and retailer each a small profit. You could not afford to pay the transportation costs on a case of canned goods from Baltimore to Terrell if the packer up there gave it to you. Do you think our system is bad?

Now, it is a fact that some mail-order houses do make cheap rates on some items sometimes, but usually then you are getting a cheaper grade than you are accustomed to, and when the freight or express charges are added it usually figures out about the same as the merchant would have charged. The peddler never makes cheap rates, and he and the premium man generally have to practice some kind of a scheme of deception to get by.

If these fellows sold goods so much cheaper than any one else it would not be necessary for them to employ men and wagons nor to argue their case before the housewife for a small order; they could sell in $10,000 lots to big jobbers, who would pay them through their banks, and it would not be necessary to send a salesman, neither a collector, to get the money.

We do not believe many consumers were convinced by this. Would not actual proof, by quoting comparisons between grades sold by peddlers and grades sold by grocers, have been more convincing?

CRUBRO

CRUIKSHANK BROS. & CO. PITTSBURGH, PA.

PURE FOODS

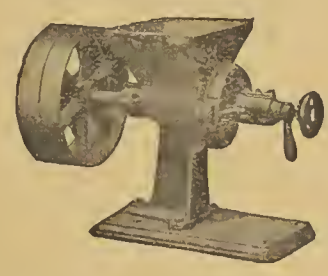
The Quality of

Crubro Pure Food Products

makes each one help sell all the others. Our name is a guarantee of Purity, Quality and Flavor to your customers and a guarantee of **lively sales** and **good profits** to you.

Cruikshank Bros. Co.

Pittsburgh, Pa.



Make Your Own Peanut Butter and put one over on chain stores

With a small **Quaker City Peanut Butter** Mill, which we will send thirty days on trial, you can become your own manufacturer on a product which is in large and constantly increasing demand, and which if you will make it, will pay a splendid profit.

Don't you see how you can use this mill to put one over on the chain stores? Think this over and write for some interesting reading matter.

The A. W. STRAUB COMPANY

3722-32 Filbert Street

PHILADELPHIA, PA.

1845

Doesn't This Date Tell You Something?



¶ This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT Cooking Extract Co.

No. 211 Arch Street

PHILADELPHIA, PA.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & CO.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 137.

We have a 200 account Perfection Account Register in good shape; cost $45, will sell for $15. A five-station cash carrier used in grocery; will sell for $25. LEE & COPELAND,
1146-48 Water St., Meadville, Pa.

Offer No. 138.

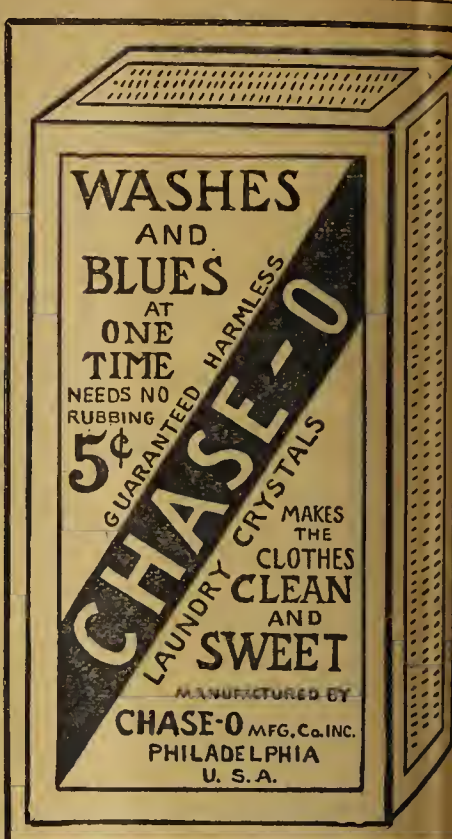
Six dozen Economy jars, pints, 30 cents a dozen; 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. GLASE, SON & CO.,
Oley, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.



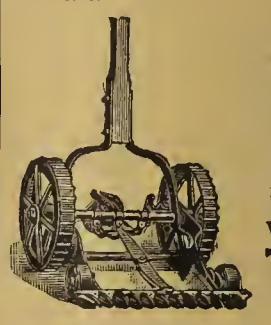
They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



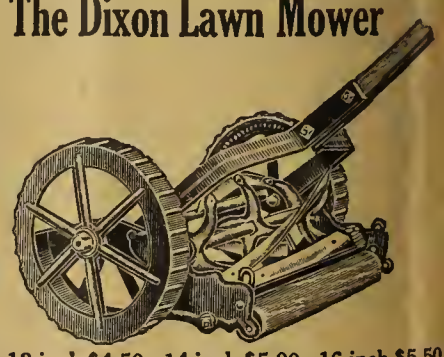
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing. Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

swers to Want Advertisements inserted in this department may be addressed to the "Modern nt and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

ITED.—Grocers' tea and coffee nan to handle my line of store es on commission. H. F. Heacock, Second St., Philadelphia, Pa. 12tf

OR SALE OR RENT

STORES.

SALE.—Best of all, general store uckster route in the heart of Ly- Valley, three and a half miles east illersburg, Pa. New buildings and and the only store in this place. unt of stock, $45,000; can turn four times a year. Will sell stock buildings at a reasonable price. e school and three churches at this Reason for selling, on account ckness. Address J. W. Strawser, ger, Pa. 9

SALE.—A store stock worth from) to $3,500; good lease; all new s. Started business a year ago. easily do a $10,000 business. Good for farm trade. Will give any- a chance to look over my books. close out to attend to other busi- Address H. P., care Grocery d Publication Co., 927 Arch St., delphia, Pa. 9

SALE—Prosperous store of gen- merchandise and fixtures, invoice en $6,000 and $7,000; will sell ventory. Clean stock, good loca- one block from railroad; good farming section. For particulars address Mell, Richland, Pa. 10

FOR SALE.—General store in Lebanon, Pa.; partner is leaving the city reason for selling. Will sell at inventory stock and fixtures complete, about $2,500. A good investment for a good party. Investigation will prove the business a good one. Act quick. Address C. W. Rettew, Fifth and Locust streets, Lebanon, Pa. 11

FOR SALE.—A first-class grocery and general merchandise store in town of 800 population. Close to depot and trolley. The stock at inventory. Properties in first-class condition; been under one name for 48 years; reason for selling, to close an estate. Only those meaning business need to apply. Will meet buyers by apppointment. Address A. H. Trumbauer, Coopersburg, Pa. 11

FOR SALE.—General country store property and stock about $7,500, doing a business of $25,000 per year on stock of less than $4,000, with two men and light helper. A rare chance; in rural district; convenient to churches, schools, railroad, etc. No huckster routes; no books. Can be increased $5,000 without much effort. Buildings new. Address "M. K.," care "Modern Merchant and Grocery World." 11

FOR SALE.—Complete store stock, buildings and farm of 20 acres of the most fertile land, suitable for truck farm, situated in the heart of Lykens Valley, on State highway, 7 miles east of Millersburg, Pa.; close to school and church. Will sell store stock at inventory, amounting to from $4,000 to $4,500; good buildings, brick house, large enough for two families. Will sell at a reasonable price. No old stock or bad accounts. For further particulars address Mrs. H. A. Romberger, Curtin, Pa. 11

WANTED

WANTED.—Second-hand cash register, moderate price. Address Edw. F. Reimer, Bangor, Pa. 9

WANTED.—Would like to buy a ribbon case that will hold about 250 bolts. Can you locate one for us? Goods delivered f. o. b. our station. Address P. L. Glase, Son & Co., Oley, Pa. 11

WANTED.—A paper baler; must be cheap and in fair condition. Let me hear what you have to offer. Address S. A. Boyd, Kingston, Pa. 11

MISCELLANEOUS

FOR SALE.—Hand picked apples, summer and fall varieties. Well filled cloth top barrels containing about 3 bushels for $2.25 per barrel. Cash or A-1 reference. Address W. B. Zullinger, Mt. Holly Springs, Pa. 11

Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, AUGUST 28, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	C
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Paper, No. 2 Manilla and Silk Fibre
Cakes and Crackers, Exton's
Cheese
Flour
Mackerel
Fresh Fish
Provisions
City Pure Lard
Dressed Meats
Fresh Pork Loins
Dressed Poultry, Squabs
Laundry Soaps, Lautz

DECLINES.

Sugar

—1—

SUGAR.

	Barrels.
Cut Loaf	8.30
Eagle Tablets	9.15
Crystal Dominoes, 24 5-lb. pkgs	10.15
" 60 2-lb. pkgs	10.15
Patent Cubes	7.65
Confectioners' Lozenge	7.30
Powdered	7.25
Fruit Powdered	7.15
Dessert and Table, 2-lb. cartons, 48 lbs	7.45
Granulated, fine or standard, McCahan	7.15
" " Franklin	7.20
" extra fine, bbls	7.15
" " 2.lb. bags	7.55
" " 5-lb. bags	7.55
" " 10-lb. bags	7.45
" " 25-lb. bags	7.35
" " 100-lb. bags	7.15
" coarse	7.30
Confectioners' Crystal A	7.15
A Confectioners'	7.05
A No. 1	7.00
A No. 2	6.95
Franklin B	6.80
Extra C	6.55
C	6.40

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls	per doz.	.75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz per bbl.	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ⅛ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" imp., ½ gross	"	2.15
Floto's, improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2. 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl. per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.3
" extra, 60-lb. tubs	.3
" first, "	.3
" second, "	.3
" tbird, "	.3
" dairy, extra, bakers' use, 30–60 lbs	.28–.3
" 5 and 10-lb rolls, 60 and 100-lb. boxes	.3
Print Butter—	
Prize	.3
Gurnse, lbs. and ½ lbs.	.4
Awltru	.3
Honebe	.3
Star or S. D., 1 lb., 20–50 lb. bozes	.4
B. B., E. D., 20–50 lb. boxes	.3
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.3
Sheaf ("400"), Elgin, 20–50 lb. boxes	.3
Sheaf	.3
White Rock	.4

CANDLES.

	Per
P. & G., 8s, 30 lbs	.1
" 16s, 30 lbs	.1
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.0
Searchlight, hotel, 16s, 30 lbs	.0
Peerless, hotel, 16s, 30 lbs.	.0
Bright Light, 16s, 30 sets to box per box	1.2

JARS AND JAR RUBBERS.

Mason's—	Per gr
Half gallons	7.6
Quarts	5.2
Pints	4 9
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.6
Single lip, wide, 1 doz. cartons	.6
Acme, wide, 1 doz. cartons, 5 gross boxes	.4
" medium, 1 doz. cartons, 5 gross boxes	.3

	Per
Lightning, pure rubber, bulk	.4
Reliable, white rubber, wide	.2
" " medium	.2
Black rubber, medium	.2

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gr
½-gross boxes, no rubbers	2.2
Jelly glasses, fluted, bbls. 24 doz. per doz.	.1

CATSUP.

Snlder's—	Per d
16 oz., 2 doz	2.0
8 oz., 2 doz	1.2
Ritter's—	
Tomato, ½ pint, 2 doz	.9
Tabasco, ½ pint, 2 doz	.9
Beech-Nut—	
Pints	2.2
½ pints	1.3

KETCHUP.

Curtice's "Blue Label," Tomato—	Per c
Small, 25 bottles	2.9
Medium, 25 bottles	4.5
Large, 12 bottles	3.5

—5—

CANNED GOODS.

aked Beans—
Ritter's 1.00
B. & M., No. 2 ..... 1.20
Campbell's, 16 oz., tomato sauce or Boston style ..... per case .....
Snider's, No. 2 ..... 1.40
Van Camp's, No. 2 ..... 1.40
Cruikshank's, No. 2 ..... 1.35
Heinz's, No 2 ..... 1.40
Dog's Head, No. 3 ..... 1.45
Vitcory, No. 1 ....
omatoes—
Standard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .80
" " No. 3 ..... 1.10
ima Beans—
Standard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
Fancy, small, No. 2 ..... 1.65
ring Beans—
Standard New York, No. 2 ..... 1.10
Extra fancy, New York. No. 2 ..... 2.00
Fancy, New York, No. 2 ..... 1.50
Standard, Maryland, No. 2 ..... .60
ed Kidney Beans—
Standard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... 1.00
orn—
Standard, New York, No. 2 ..... .90
Fancy, New York, No. 2 ..... 1.00
Standard, Maryland, No. 2 ..... .85
" Maine, No. 2 ..... 1.25
Fancy, Maine, No. 2 ..... 1.25
Shoe Peg, No. 2 ..... .85
Whole grain, No. 2 ....
eas—
Standard, New York, No. 2 ..... 1.15
Sifted, New York, No. 2 ..... 1.50
Extra sifted, New York, No. 2 ..... 2.00
Standard, Southern, No. 2 ..... .85
Sifted, Southern, No. 2 ..... 1.00
Extra sifted, Southern, No. 2 ..... 1.40
Standard, Indiana, No. 2 ..... .85
Sifted, Indiana, No. 2 ..... 1.00
Extra sifted, Indiana, No. 2 ..... 1.40
Standard, Wisconsin, No. 2 ..... 1.10
Sifted, Wisconsin, No. 2 ..... 1.40
Extra sifted, Wisconsin, No. 2 ..... 2.00
eets—
Standard, New York, No. 2 ....
" " No. 3 ..... 1.25
" New Jersey, No. 2 ....
" " No. 3 ..... 1.10
uccotash—
Standard, New York, No. 2 ..... 1.00
Fancy, New York, No. 2 ..... 1.25
Standard, Maryland, No. 2 ..... .95
Fancy, Michigan, No. 2 ..... 1.20
sparagus—
Small, No. 2½ 2.00
Medium, No. 2½ 2.20
Large, No. 2½ 2.50
Tips, No. 1 ..... 2.25
umpkins—
Standard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
pinach—
Standard, Maryland, No. 3 ..... 1.05
our Krout—
Standard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .70

California Canned Fruit.

Apricots—
Extra, No. 3 ..... 2.75
" No. 2½ 2.25
Extra Standard, No. 2½ 1.90
Standard, No. 2½ 1.75
Bartlett Pears—
Extra, No. 3 ....
" No. 2½ 2.50
Extra Standard, No. 2½ 2.30
Standard, No. 2½ 2.15
White Cherries—
Extra, No. 3 ....
" No. 2½ 2.90
Extra Standard, No. 2½ 2.75
Standard, No. 2½ 2.40
Peaches, Lemon Cling, Sliced—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
Peaches, Lemon Cling—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
Peaches, Yellow Crawford—
Extra, No. 3 ..... 2.80
" No. 2½ 2.00
Extra Standard, No. 2½ 1.70
Standard, No. 2½ 1.40

Eastern Canned Fruits.

Apples—
New York State, No. 3 ..... .90
" " No. 10 ..... 2.75
Blackberries—
In syrup, No. 2 ..... 1.35
In water, No. 2 ....
Cherries—
White Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
Peaches—
Table, No. 3 ..... 1.35
Seconds, No. 3 ..... 1.15
Pie, No. 3 ..... .85
Pears—
Bartlett, Extra Standard, No. 2½ 2.00
Keifer, syrup, No. 3 ..... 1.25
" water, No. 3 ..... .90
Plums—
Heavy syrup, No. 2½ 1.25
Light syrup, No. 2½ 1.00
Blueberries—
Maine, in water, No. 2 ..... 1.40
Strawberries—
Extra preserved, No. 2 ..... 1.80
Preserved, No. 2 ..... 1.60
In water, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.15
" Standard, No. 2½ 1.90
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

Crabs, with shells— Per doz.
McMenamin's, Deviled, No. 1, 2 doz 2.32½
" " No. 2, 2 doz 3.75
Clams—
Star, No. 1, 4 doz ..... .95
Gold Label, No. 1, 4 doz 1.00
Lobster—
B. & M., No. 1, tall. 2 doz ....
" No. 1, flat, 4 doz. 6.00
" No. ½, flat, 4 doz 3.10
Star, No. ¼, flat, 4 doz ....
" No. ½, flat, 4 doz 2.85
Mackerel—
Pickert's, soused, No. 1, 4 doz 1.37½
Morton's, English Channel, 1 lb., tall, 6 doz. 1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz. 1.42½
" " 1 lb., round, flat, 6 doz 1.45
Normanna, Bordelaise Sauce, 100s 15.00
" Soused, ½s, oval, 100s 18.00
" " high oval, 100s ....
" Fresh Mackerel, 100s 19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s 15.00
Oysters—
Boyer's, No. 1, 2 doz ..... .85
" No. 2, 2 doz 1.65
Victory, No. 1, 2 doz ..... .80
Kippered Herring—
Maconache's, plain ....
Normanna, Tomato Sauce, 100s 12.00
" Boneless, ½s, oval, 100s 14.00
Roe—
Normanna, Mackerel, red, oval, 100s ....
" Cod, 1-lb. round tins, 100s ....
" " bigh oval tins, 100s 23.00
Salmon—
Hapgood's, No. 1, tall 2.30
" No. 1, flat 2.35
Fancy Sockeye, No. 1, flat 2.35
" No. 1, tall 2.25
" No. ½, flat 1.65
Alaska, red, tall 1.85
" medium red, tall 1.60
" pink, No. 1, tall 1.00
Shrimps, No. 1, wet 1.00

SARDINES—Imported.

Per case
Normanna, Dingley, ¼s, Olive Oil, 100s 14.00
" " ¼s, Tomato Sauce, 100s 12 00
" ¼s, oval, Royans a la Bordelaise, 100s 15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s ....
Boneless and peeled, ½s 24.00
" D. & G., ¼s 26.50
" Ispa, ½s 28.00
" Gondolier, ½s, 100 ....
" Landell, ¼s, 100 ..... 9.50
" Martell, ¼s, 100 ....
" " ½s, 100 ..... 20.00
" Loyal, ¼s, 100 ..... 9.50
Argonautes, ¼s, 100 ..... 14.00
Orion, smoked, ¼s, key, 100 ..... 9.00
Tomato sauce, ¼s 15.00
Truffled, ¼s, key, 100 ..... 12.50
Spiced, ¼s, 100 ..... 10.00
Royanette, oval, ¼s, 100 ..... 9.60
Angus Watson & Co.—
Skipper, ¼s, olive oil, 100 ..... 16.00
" ¼s, tomato sauce, 100 ..... 15.00
" ½s, olive oil, 50 ..... 13.25
" ½s, tomato sauce, 50 ..... 13.25
Sea Queen, ¼s, olive oil, 100 ..... 14.00
Sea Pearl, ¼s, olive oil, 100 ..... 12.00
Tea Time, ¼s, olive oil, 100 ..... 11.00
"Herringlets," olive oil, 50 ..... 7.50
Bouillon "Herringlets," 50 ..... 6.00
Norwegian—
King George, ¼ 15.00
Nansen brand, ¼ 12.00
Portugese—
Marie Elizabeth, ¼, plain 14.00
" ¼, boneless 18.00
" ¼, peeled and boneless 19.00
French—
Jockey Club, fancy, ¼ 25.00

Domestic.

American Oil—
Seminole, standard, key, carton, ¼s 2.90
No. 2, ¼s, 100 ..... 2.50
¼s, key, 100 ..... 2.75
Irma, ¼s, 100 ..... 4.00
Pickert's, Rival brand, carton, ¼s, 100 ..... 3.90
" " " ½s, 100 ..... 6.00
Mariner brand, carton, ¼s, 100 ..... 3.90
Mustard—
Irma, ¼s, 100 ..... 4.00
¼s, 100 ..... 2.25
¼s. 48 ..... 3 60
Continental, ¾s, key, 48 ..... 3.15
Irma, fancy, ¾s, 50 ..... 3.80
Gold Label, ¾s, 50 ..... 4.50
" ¼s, 100 ..... 7.00
Underwood's, ¾s, 50 ..... 4.50
Pickert's, Crown brand, ¾s, 48 ..... 4.00
" Columbias, ¾s, 48 ..... 3.00

CANNED MEATS.
Corned Beef.

Armour's— Per doz.
No. 1, 2 doz 2.40
No. 2, 1 doz 4.50
Hasb, No. ½, 2 doz 1.00
" No. 1, 2 doz 2.25
" No. 2, 1 or 2 doz 3.50
" No. 6, ½ or 1 doz 13.35

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Libby's—
Compressed, No. 1, key, 2 doz 2.40
" No. 2, key, 1 doz 4.45

Chipped Beef.

Armour's—
Shield, No. ½, 2 doz 1.50
" No. 1, 2 doz 2.50
Veribest, tins, small, 2 doz 1.65
" " large, 1 doz 2.65
Libby's—
Peerless, small, 4 doz ..... .95
" medium, 2 doz 1.40
No. ½, glass, 2 doz 1.85

Sausage.

Armour's—
Vienna style, No. ½, 2 doz ..... .92½
" No. 1, 2 doz 1.85
" No. 2, 1 doz 3.70

Sliced Beef.

Armour's—
Glass, small 1.65
" large 2.65
Swift's—
Premium, No. 1, glass 3.50

Loaf Goods.

Armour's—
Beef, No. ¾ 1.40
Chicken, No. ¾ 2.25
Ham, No. ¾ 1.40
Veal, No. ¾ 1.40

Roast Beef.

Armour's—
No. 1, 2 doz 2.40
No. 2, 2 doz 4.50
Libby's—
No. 1, 2 doz 2.20
No. 2, 1 doz 4.32½
Kingan's—
No. 1, 2 doz 2.50
No. 2, 1 doz 4.85

Lunch Tongue.

Armour's—
Whole, No. ½, 2 doz 2.05
" No. 1, 2 doz 3.60
Libby's, No. 1, 2 doz 2.70

Whole Ox Tongue.

Armour's—
Whole, No. 1, 1 doz 5.75
" No. 1½, 1 doz 8.45
" No. 2, 1 doz 9.20
" No. 2½, 1 doz 12.20
" No. 3, 1 doz 15.85
Libby's, No. 2½, 1 doz 11.90

Potted or Deviled Meats.

The Franco-American Food Co.— Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz ..... .90
Armour's—
No. ¼, 4 doz ..... .45
No. ½, 2 doz ..... .90
Ham, No. ¼, 2 doz 1.25
Tongue, No. ¼, 2 doz 1 35
Libby's—
No. ¼, 4 doz ..... .42½
No. ½, 2 doz ..... .82½
Curtice Brothers' Blue Label, Deviled— No. 5 oz. No. 10 oz.
Ham 1.40 2.50
Tongue 1.40 2.50
Chicken 2.00 3.30
Turkey 2.00 3.30
No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.
Curtice Brothers' Blue Label, Potted— No. ¼ Tin. No. ½ Tin.
Ham 1.30 2.40
Tongue 1.30 2.40
Chicken 2.00 3.00
Turkey 2.00 3.00
No. ¼ packed 4 doz. No. ½ packed 2 doz.
Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—
Chicken, No. ¼, 2 doz 1.65
Libby's—
No. ¼, 2 doz 1.62½
R. & R., No. ½, 4 doz 1.75

Boned Meats.

Armour's—
Chicken, No. ¼, 4 doz 2.15
" No. ½, 2 doz 3.45
" No. 1, 1 or 2 doz 6.30
Turkey, No. ½, 2 doz ....
" No. 1, 1 or 2 doz ....
Curtice Brothers' Blue Label, In tins—
Chicken, No. ½ 3.40
" No. 1 ..... 6.00
Turkey, No. ½ 3.40
" No. 1 ..... 6.00
Whole Rolled Ox Tongue, No. 2 ..... 16.00
Boneless Whole Ham, No. 1½ 9.50
" " No. 2½ 13.50
All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—
Readymaid Concentrated Soups— Per doz.
Twelve varieties, 10½ oz., 4 doz ..... .90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90
Campbell's, No. 1s, 10½ oz., 4 doz.— Per case
Tomato 3.80
Other kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato ..... .90

CHOCOLATE AND COCOA.

Wilbur's Cocoa— Per lb
¼-lb. tins, 6-lb. boxes ..... .33
½-lb. tins, 6-lb. boxes ..... .32
1-lb. tins, 6-lb boxes ..... .31
Wilbur's Premium Chocolate—
¼ lb., 6-lb. boxes ..... .34
½ lb., 12-lb. boxes ..... .33
Wilbur's Sweet Clover Chocolate— Per box
48 cakes, 5c. size 1.55
24 cakes, 10c. size 1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb. .21
Walter Baker & Co.'s— Per lb
Premium, ½ lb., 12 lbs ..... .32
" ¼ lb., 12 lbs ..... .32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes ..... .25
German, sweet, ¼-lb., ⅛-lb., 6-lbs. ..... .21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs. ..... .27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs ..... .36
W. H. Baker's—
Best Cocoa, ½-lb. size ..... .35½
" ⅛-lb. size ..... .35½
Premium Chocolate, ½s, 12 lbs ..... .32
" ¼s, 12 lbs ..... .32
Best Sweet Chocolate, ⅛s, 6 lbs ..... .21
" " ¼s, 6 lbs ..... .21
Vanilla Chocolate, ⅛s, 6 lbs ..... .27
Hershey's— Per box
Milk, 24s ..... .80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs. .27
" " ¼ lb. size, 6 or 12 lb. bxs. .28
" " ⅛ lb. size, 6 or 12 lb. bxs. .29
Blooker's Cocoa— Per doz.
Grand brand, ¼-lb. tins, 2 doz 1.88
" ½-lb. tins. 2 doz 3.50
" 1-lb. tins, 1 doz 6.50
" 5-lb. tins, 1 doz. ..... per lb. .52
" 10-lb. bags, 100-lb. case " .50
Daalder's brand, ⅛-lb. tins, 12-lb. box " .40
" ½-lb. tins, 12-lb. box " .99
" 1-lb. tins, 12-lb. box " .38
" 2-lb. tins, 12-lb. box " .37
" 5-lb. tins, 60-lb. box " .36
" 10-lb. bags, 100-lb. case " .35
Runkels—
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes ..... .39
Labelled Cocoa, ½s, 6 and 12-lb. boxes ..... .35
½-lb. cans ..... .37
Premium Chocolate, ½s, 6 and 12-lb. boxes .33
" ¼s, 6 and 12-lb. boxes .34
Dairy Milk Chocolate, 24 cakes to carton ..... .80
Almond Bars, 24 cakes to carton ..... .80
" 12 10c. cakes to carton ..... .80
Vanilla Sweet Chocolate, 24 cakes to carton .80
" " ¼s, 6 and 12-lb. boxes ..... .29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes ..... .24
Vienna Sweet, ¼s, 6 and 12-lb. boxes ..... .23
Chocolatina, 24 cans to box 1.85
Lowney's— Per lb.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs ..... .35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs ..... .35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs ..... .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs ..... .30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box 1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins ..... .38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins ..... .37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins ..... .37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins ..... .38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes ..... .25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box 1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box 83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box 1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-os. oval cans, 3 doz. in box	.18⅛	2.20
¼-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in cass.	Per can.	Per l
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.30
Milk Chocolate Towers, ⅛-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tin

Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.

No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb.

No. 201, Gold Brand, ⅛-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.50
Scott Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scott Tissue Roll Towels, standard size 11x15, 150 to roll, 25 rolls	7.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb.	.63	¼ lb.	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1 32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter, Parchment— Per pkg.

9x12, 1000 sheets	1 18

Toilet— Per case

Extra quality, 100 rolls	7.25
Good " 200 "	.....

Butter, Wax— Per pkg

9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1.54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., 1/16 bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

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No. 1, Manilla, light weight—	Per lb.
12 in. rolls	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛
Silk Fibre, No. 1—	
9 in. rolls	.05¾
18 "	.05¾
15 "	.05¾
18 "	.05¾
80 "	.05¾
84 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 8 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.10
" " small, 6 doz	3.10
" " family size	3.75
Silver Cow, small, 6 doz	3.10
St. Charles, small, 6 doz	3.10
" tall	4.10
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz	3.10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby) .	3.00
Gold (Tall) ..	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Water	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
7-lb. Tin Pails	
Chocoroon	.20
Fruit Dessert	.18

Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.
Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz ..... per doz.	1.40
" " with horseradish .... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish .... "	.....

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Wein Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz... per doz.	.95
" sifting top, 2 doz ..... "	.46
" with horseradish, 2 doz ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, ... less	.....
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " ..... less than cask, "	.....
Roquefort ..... 12 in case, "	.....
" ..... less than case, "	.....
Parmesan, about 30 lbs ..... loaf, "	.....
" ..... less than loaf, "	.....
Edam, 12 in case ..... case	.....
" ..... single	.....
" in tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.....
" " ..... less than loaf	.....
" square loaves, No. 1, about 25 lbs. each ..... per lb.	.23
Limburger, No. 2 ..... box and ½ box	2.19
" " ..... less than ½ box	20
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.22
English Dairy ..... "	.24
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ..... per lb.	.....
Weiner Wurstel, 16 in tin ..... per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29	.30
" (Diamond S.)	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami (Circle S.)	.29	.....
" (Diamond S.)	.28	.....
" (G. A. P.)	.....	.....
Landjager, short ..... per lb.		.35
" long ..... "		.....
Mortadella, dry ..... "		.....
Knackwurst, 25 in box ..... per box		4.75
" ..... per doz.		2.40
Tongue Sausage ..... per lb.		.22
Smoked Braunschweiger Liver Sausage "		.20
Lachs Ham ..... "		.43
Petit Delicatess Frankfurters, plain .. per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.		1.00
Lebanon Beef Balogna ..... per lb.		.22
Paprika Speck ..... "		.18
Mettwurst, half round ..... "		.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.		.35
Smoked Thuringer Blutwurst ..... "		.....
" Pfefferwurst ..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars ..	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. pails ..... per pail	.75
" 10-lb. pails ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ½ bbls	.....

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Marinirte Herring, imported, about 40 in pail ..	2.7
Roll Herring, imported, about 25 in pail	....
Spiced Herring, imported, about 40 in pail	....
Norway Stockfish, dry ..... per lb.	.2
Matjes Herring ..... piece	....

Bismarck Herring.

Round tins, with key, pint .. .. per doz.	2.6
" " quart ..... per tin	.4
" " 2 quarts	.7
" " 4 quarts	1.2
Roll Mops, 4-quart tin	1.3
" 2-quart tin	.7
" quart tin	....
Kruger's Roll and Brat Haring, oval tins, doz.	....

Russian Sardines.

Imported, Wallkoff brand ..... per keg	....
" 5-lb. pails ..... per pail	....
" 10-lb. pails ..... "	....
Cut Spiced, 10-lb. pails ..... "	....
" 5-gal. keg ..... per keg	....
Russian, in glass jars ..... per doz.	....

Norway Anchovies.

Fancy, keg	....
" ½ keg	....
" ¼ keg	....
" ⅛ keg ..... per doz.	3.0
Original package ..... per ⅛ bbl.	....
Repacked, 5-lb. pails ..... per pail	....
" 10-lb. pails ..... "	....
" 5-gal. kegs ..... per keg	....
" ½-lb. flat tins ..... per doz.	....
" ½-lb. tall tins ..... "	....
" 1-lb. tall tins ..... "	2.1

Salt Sardellen.

Original packages, 1902 ..... per anker	....
Repacked, kegs, about 8 lbs ..... per keg	3.2
" pint jars ..... per doz.	5.2
" large tumblers ..... "	....
" small tumblers ..... "	2.0

Russian Caviar.

1-lb. tins ..... per doz.	....
½-lb. tins ..... "	....
¼-lb. tins ..... "	....
⅛-lb. tins ..... "	....

German Dill Pickles—Regular Si

60-gal. casks, about 2000 ..... per cask	....
50-gal. bbls., about 1200 ..... per bbl.	12.0
15-gal. kegs, about 500 ..... per 100	....
10-gal. kegs, about 300 ..... "	....
5-gal. kegs, about 150 ..... "	....
10-lb. pails, about 50 ..... per pail	....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	....

Domestic Sourkrout—Long Cut.

60-gal. casks ..... per cask	....
48-gal. bbls ..... per bbl.	5 5
10-gal. kegs ..... per keg.	2.0
5-gal. kegs ..... "	1.1
10-lb. pails ..... per pail	.5

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb.	....
Spitzkugein ..... "	....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	....
Basler Lebkuchen, No. 1, 6 in pkg., "	....
" No 2, 6 in pkg., "	....
" No. 3, 6 in pkg., "	....
Amandines, 9-lb. tins ..... per tin	....
" small tins ..... "	....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.5
" " 10-gal. keg	4.5

Sundries.

German Egg Potatoes, bags 110 lbs ..... per bag	....
Green Kern ..... per lb.	.3
Potato Flour ..... "	.0
German Dried Pears ..... "	....
Dried Mushrooms ..... "	....
Juniper Berries ..... "	.0
St. John's Bread ..... "	....
Bay Leaves ..... "	.0

COTTOLENE.

Cases, small, medium or large cans	7.2
Tierces, about 350 lbs	.1
½ bbls., about 180 lbs	.1
Tubs, about 65 lbs	.1

CHEESE.

New York, full cream, fancy, old, 40 lbs	....
" " choice, new, 35 lbs	.1
Picnics, full cream, fancy, new, 20 lbs.	.1
Swiss, domestic, about 30-lb. blocks	.2
" " about 70-lb. loaves	....
McLaren's, medium, 2 doz ..... per doz.	1.3
" Club, 2 doz ..... "	1.0
Red Edam ..... each	1.6
Philo Cream, 1 doz. 10c. size ..... per doz.	.9
Elkhorn Pimento, 1 doz ..... "	1.4

EGGS.

	Per d
Nearby, candled and selected, 30 doz	.3
Western, selected	.3
Milhen Farm	.3
Awltru, packed in cartons	.3

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FANCY GROCERIES.

mond Staple Paste, 5-lb. cans	per lb.	.33
nchovies, in oil, 6 ring bottle	per doz.	5.25
" " 3 ring bottle	"	3.25
ipers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
inton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
nerries in Maraschino, glass, 1 doz.	"	7.00
am Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
irrie Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
ench Peas, extra fine	per case	21.00
cCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.35
5-lb. cans	per tin	.70
14-lb. cans	"	1.65
untley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
ed Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
alt, stone jars, 4 doz		1.75
heodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
ruffles—		Per tin
⅛		.20
¼		.35
½		.60
1		1.25
hrimps, pickled, small size		1.20
" Dunbar's, 2 doz	per doz.	2.75
igs in Cordial, Bishop's, 1 doz	"	6.50
rystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
ime Juice, Rose's	"	5.00
ctor Rose Water	"	2.25
" Peach Water	"	2.25
itted Olives	"	5.25
he Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

teero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
meko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
meko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
iebig's Oxo Cubes—		Per doz.
12 4s, 10c. size		.85
12 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
rmour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
rmour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
rmour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

rmour's Solid Extract of Beef—		Per doz.
Jars, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
rmour's Fluid Beef Extract—		
Bottles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
eresota	8.75
ing Midas	9.20
old Medal	8.85
illbourne	8.75
n Top	9.00
illsbury's Best	8.75
emper Idem	7.75
ride of the West	7.95
unbeam	7.85
uaker	8.55
lue Seal	7.85
unny White	8.75
rocker's Best	8.55
uluth Imperial	8.50

Prepared Flours.

	Per case
Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz	1.44
2 doz. 28-oz	2.40
Either straight or assorted cases	

Self-Raising Flour.

ecker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
Uncle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
resto, 18 pkgs	1.55
unt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30
eco Buckwheat Mixture, 30 10c. cartons	2.25
eco Pancake Mixture, 30 10c. cartons	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags, per lb.	.06⅞
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel	5.85
Red Kidney, 60 lbs. to bushel	6.05
Peas—	
Green, domestic, bags about 2½ bushel	3.30
Yellow, split, domestic, 1 bushel bags	3.40
Lentils—	Per lb.
000000, 2 10-lb. bags	.12½
Less quantity	.13

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.02½
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.02½
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s per case	1.80
Pearl, 100-lb. bags per bag	2.30
Grits, 100-lb. bags "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	2.50
No. 3, 100-lb. bags	2.50
Oatmeal—	
B, bbls per bbl.	5.61
B, 100 lbs per keg	2.71
Rolled Oats—	
Avena, 180 lbs per bbl.	5.35
" 90 lbs per keg	2.80
" 90 lbs per sack	2.57½
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs per case	2.60
Instantaneous, 50 1s "	4.00
Colburn's Hasty, 36 pkgs per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	.90
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china. 20s	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s	2.80
Old Fashion Scotch Brand Oatmeal, 24s	2.80
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, No. 2, white, round, 24s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.13
Quaker F. S. Farina, 24s	1.65
Saxon Wheat Food, 24s	2.90
Mother's Wheat Hearts, 18s	2.10
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.80
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—		
Pettijohn's Bran Flour, 12s		4.00
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.95
Quaker Whole Wheat Flour, 10s		2.60
Schumacker XXX Graham, 10 10s-20 5s		3.70
Scotch Brand Pearl Barley, 24s		1.70
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	1.00
5 gross lots, with 3 doz. free	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large per gross	17.25
Small "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Mother's, small, 1 doz	.48
" large, 1 doz	.88
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz per case	1.80
Minute Gelatine, 15c. size, 36 pkgs. per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. per doz.	.90



Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " 11 oz., 2 doz	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex Shore, No. 3	290-340	26.00	13.60	7.00	1.55
Ex Shore, No. 4	390-440	25.00	13.10	6.75	1.50
Irish, No. 3	350-380	21.00	11 10	5.75	1.30
Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Irish, No. 5	460-500	19.00	10.10	5.25	1.20
Large Cape Shore	100-120	18.00	10.10	5.25	1.20
Med. Cape Shore	160-180	20.00	10.60	5.50	1.25

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.10
" medium	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.33
Smoked Bloaters, 50s	per box	.....

FRESH FISH.

	Per lb.
Halibut	-.16
Bass Native	-.09
Salmon, fresh	-.17
Eastern Cod	-.14
Croakers	-.07
Large Hake	-.07
Haddock	-.08
White Cat Fish	-.15
Red Cat Fish	-.12
Spanish Mackerel	-.....
Snappers	-.12
Eels	-.12
Rock Fish	-.....
Lobsters	-.43
Flounders	-.10
Large White Perch	.....
Sea Bass	-.09
Blue Fish	.18 -.21
Porgies	-.08
Fresh Mackerel	-.18
King Fish	-.10
Weak Fish	.07 -.10
Butter Fish	-.07
Tile	-.10

Steak Fish ½c. per lb. additional.

—17—

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

Apples, Evaporated—	Per lb.
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¾
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs.	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

—18—

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 lnch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
		No. 0.	No. 1. No. 2.
Banner Burners		.60	.65 .80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

—19—

	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	29.50
½-gal. tins, 10 gal.	28.00
1-gal. tins, 10 gal.	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.75
¼-gal. tins, 10 gal.	27.50
½-gal. tins, 10 gal.	26.00
1-gal. tins, 10 gal.	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 24 to case	3.90
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per lb
Almonds, Californla, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08½
Fancy, hand picked	.06
Virginia, choice	.05½
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per ga
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08
Fermented, 45 grain	.....
" 40 grain	.....
Cruikshank, distilled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.20
" " 10–12 lbs	.20
" " 14–16 lbs	.20
" Skinned Hams	.23
" Cooked Hams	.34
" Bacon	.25
" Dried Beef, insides	.31
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.19
" Skinned Hams, 18–20 lbs	.22
" Picnic Shoulders	.15
Hams, skinback, 18–20 lbs	.21
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.29
" tenders and knucks	.29
" air dried, sets	.29
" " tenders and knucks	.29
Brisket Pork	27.00
Jersey Pork, butt.....per bbl.	28.50
" family..... "	27.00
Breakfast Bacon, rib in	.21
" boneless	.22
S. P. Bellies, 14 lbs. average	.16
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.34
Beef Tongues, smoked, 5–6 lbs..... per lb.	.23
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per ca
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per ca
Armour's Simon Pure Leaf Lard—	
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.15
Jewel, compound	.11
Cotosuet	.11

—21—

Pure Lard—
s, 50 lbs. net weight.....per lb. .15¾
s, net..... " .15½
10 tins.....6 in crate 10.25
5 tins.....12 In crate 10.32
3 tins.....20 in crate 10.40
ound— Per lb.
rces and tubs, about 340 lbs ..... .11½
b. tubs..... .11⅝
b. tin pails, 60 lbs..... .12¾
b. " 60 lbs..... .12⅞
b. " 60 lbs..... 13

DRESSED MEATS.

Dressed Stock— Per lb.
ers..... .11 –.15
ifers..... .11 –.14
ws..... .08 –.12½
al Calves..... .13 –.16
tra Calves..... .... –.18
itherns and Barnyards..... .10 –.12
untry Dressed..... .13 –.15
tras..... –.17
eep..... .14 –.15
tra Wethers..... .... –.16
mbs..... .17 –.19
tra Lambs..... .... –.20
gs..... .12⅛ –.15½

BUTCHERS' SUNDRIES.

h Steer Tongues.....each ..... –.80
Tongues..... ..... –.60
Heads, scalded..... .50 –.75
etbreads, veal.....per pair .75 –.80
" beef .....per lb. .25 –.30
" " .25 –.30
Livers..... .....per doz. 1.20
Kidneys..... .10
Livers..... .....
ils .....per doz. 1.20
rts, beef.....per lb. .05
s, beef..... 16.00
derloin, beef, western..... .22
h Pork, loins, city .... .19
" " western ..... .19

DRESSED POULTRY.

keys— Per lb.
rozen, Young hens and toms..... .34 – 36
" Old toms ..... .30 –.32
" Common to good..... .20 –.25
resh killed ..... .30 –.32
lers—
iladelphia, fresh killed, 2 to 4 lbs. per pair.. .... .32 –.34
ear-by, fresh killed, 2 to 4 lbs. per pair ..... .32 –.34
rozen, 3 to 4 lbs. per pair..... .32 –.34
sting Chicks—
rozen, 4 to 5 lbs. each..... .27 –.30
" 3 to 3½ lbs. each..... .27 –.29
ls—
resh killed, 4 to 5 lbs. each..... .23 –.24
" 3 to 3½ lbs. each..... .22 –.23
cocks ..... .17 –.18
g Island Ducks, fresh killed..... .22 –.23
abs— Per doz.
rime, fancy, large..... 5.75 –6.50
ixed ..... 3.00 –4.00
mall and dark ..... 2.00 –3.00

LIVE POULTRY.

ing Chicks— Per lb.
½ to 2 lbs. each..... .23 –.25
arge ..... .23 –.25
vls..... .21 –.22
cocks..... ..... –.14
cks—
Young ..... .17 –.18
Old..... .14 –.15
rkeys..... .24 –.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

lies— Per doz.
Ritter's, pure..... .95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail, 1.20
Schimmel's, 8-oz. tumblers..... ..... .90
National, 16 oz., 2 doz..... .90
" 3-lb. tins, net weight 2.20
eserves— Per lb.
Schimmel's pure, 12-oz. jars, 2 doz...per doz. 1.65
National, 30-lb. pails..... .09¾
Southwark, 30-lb. pails..... .07
ns—
Schimmel's, pure, 10-oz. jars, 2 doz..... 1.45
Southwark, assorted, jars, 2 doz ..... .95
nge Marmalade—
Hartley's imported, 4 doz 2.10
Schimmel's, pure, 2 doz 1.60
uit Butters— Per doz
Apple, Southwark, 30 lbs.....per pail 1.27½
" " full 5-lb. slip cover tins, ½ doz.....per case 1.67½
" Schimmel's, 30-lb. pails.....per lb. .07
" " 3-lb. slip cover tins. 1 doz .....per doz. 2.75
" " 2½-lb. stone jars, cloth top, ½ doz...per doz. 3.00
" " 40-oz. stone crock, glass top, ½ doz...per doz 3.25
" Mother Cook's, No. 14, 2 doz....doz. .85
Peach, 30-lb. pails.....per lb. .07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor		.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin		.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam		.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.18
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons...eaeb	5.00
" gallons...each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal.	.....
" ½ bbls., 28 gals .....per ½ bbl.	.....
" kegs, 14 gals .....per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.06
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. eartons, sterilized	7.00
Comet, natural brown, 1-lb. eartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.65
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.15

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ⅛-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-ease lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun.....per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5e. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Snow Maid Scourer, 60 cans		2.40
Queen Anne Scourer, Lautz, 30 cans		1.80
" " " 60 cans		3.60
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. eakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G.	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c.	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz.	4.00
Pearline, 36 10c. pkgs.	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs.	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
irkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c.	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c.	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs.	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz.	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz. .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz.	.70
" " 5c., 4 doz.	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz.	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04¼
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs., per case	3.60
Argo, 24 5c. pkgs., per container	.92
Buffalo Powdered, bbls.	3.10
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	.04½
" 20 1-lb. pkgs	.04¾
Hoosier, 40 1-lb. pkgs	.04¼
" 20 1-lb. pkgs	.04½
P. Bros. Pulverized, bbls.	3.25
Hoosier Pulverized "	3.10

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03⅜
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs.	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs.	.04¾
Best Gloss, bulk, 50 lbs.	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs.	5.00
" 64 5c. pkgs.	2.50
Elastic, 64 10c. pkgs.	4.80
" 64 5c. pkgs.	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	4.25
" 48 3-lb. cartons	4.25
" 12 6-lb. cartons	5.25
Hoosier, 24 5c. cartons	.80
" 10 3-lb. cartons	3.45
" 50 lb. cartons	3.00
P. Bros., 50-lb. cartons	3.25

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs., per lb.	.06⅞
Weikel's, 24 pkgs., per doz.	.90
Bird Gravel—	
Red, 36 pkgs., per doz.	.95
Silver, 36 pkgs., "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz., per doz.	.38
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05
Matting Tacks—	Per doz.
No. 11, blued	.11
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz., per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

	Per doz.
Clothes Lines—	
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	2.85

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb.	2.10
" 12 5 lb.	2.45
" 6 10 lb.	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz.	2.
" medium, 2 doz.	1.
Golden Tree, large, 1 doz.	2.
" medium, 2 doz.	1.

WOOD AND WILLOW WARE.

Brooms.

No.	Per
6, R. P., fancy	3.
7, "	3.
6, Household	3.
7, "	3.
6, Monogram	3.
7, "	3.
Daisy	2.

Washboards.

Single Zinc—	Per
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per
Painted, 2 hoops, flat	1.
" 3 hoops, flat	1.
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb., per 1000	1.
" 2 lb. "	1.

Clothes Pins.

5 gross, per box	.6

Mops.

	Per
O-Cedar—	
Polish Mop, large size	15.
" smaller size	9.
Triangle Mop, large size	15.
" small size	9.
Dusting Mop, black, large size	15.
" " small size	9.

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per
1, Extra fancy large grass	1.
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

	Per
Wood Handles—	
No. 34, fibre, strap handles	1.

Shoe Brushes.

	Per
With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	1.
No. 7, All pure bristles and full	1.
No. 16, All pure bristles, socket dauber, solid back	2.

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	1.
No. 10, A	2.

Dusting Brushes.

No.	Per
7X, 10c. size	
8, Gray, patent fibre	1.
18, All horse hair	1.
21, " white tipped	2.

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs.	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per gro
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs., per box	.5
Yeast Foam, 1½ doz. "	.5

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, September 4, 1916. No. 10

There has never been one number of even a bad trade paper issued, that didn't contain *something* which could be adapted with profit by even a first-class merchant.

A Clear Explanation as to How the "Trade Acceptances" Just Now Being Introduced, Will Affect Retail Merchants.

An Expert Tells How to Get Increased Business by Telephone.

A New Department—Unusual Stunts to Get a Store in the Public Eye. The First is a Birthday Party When the Store Was One Year Old.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes	**@**	**$3.05—5 boxes**	**FREE, Net**	**$2.54**
10 boxes	**@**	**3.05—2 boxes**	**FREE, Net**	**2.54**
5 boxes	**@**	**3.10—1 box**	**FREE, Net**	**2.58**
2½ boxes	**@**	**3.20—½ box**	**FREE, Net**	**2.66**

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

Heinz Vinegars

now bottled and sealed in the Heinz Establishment

Everywhere in the United States Heinz street car and magazine advertising is telling the consumer that he can now buy the celebrated Heinz Vinegars in original sealed packages.

Heinz Bottled Vinegars mean much to you, too, Mr. Grocer. They mean convenience, a broad guarantee of vinegar of aroma and flavor, relief from the losses always connected with bulk measurement and compliance with pure food laws.

The bottles make a fine window display and our travelers will be glad to supply posters, window cards, envelope inserts, etc., to link your store with our advertising.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Makes No Difference

where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

TRY SOME AND YOU WILL ALWAYS USE THEM

SAMPLES FREE. NO OBLIGATION

Forbes Indexed Coupon Books

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

One Man's Way Before the Specialty Stamp Came—and His Way Now

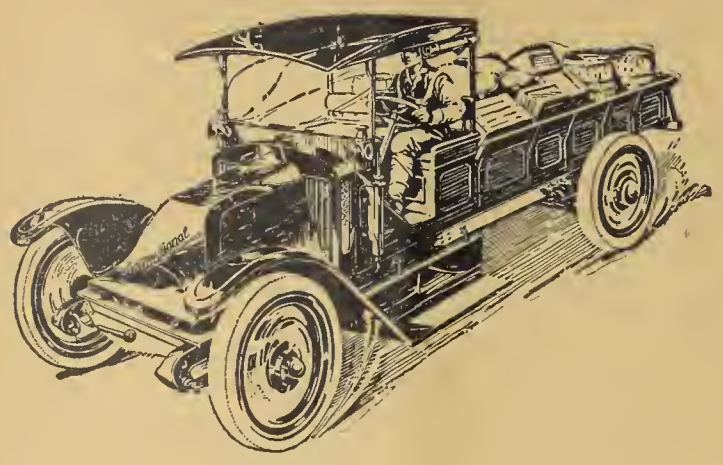
"Before the specialty stamp came along," said a retailer the other day, "I signed a lot of specialty orders that I didn't expect to take, knowing that my jobber wouldn't ship a lot of them—I could always get out of it when I wanted to.

"The worst of that was that the jobber sometimes wouldn't ship the order that I wanted. So I thought it over, and now I sign fewer orders, confine myself to those that I want, and don't sign any at all unless they have a stamp on. I get all I sign now and get them promptly. It's better all around."

We couldn't preach a better sermon on the advantage of the specialty stamp if we tried for a week.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.



Now Is the Time to Buy

If your business keeps two or more horses busy, there's just one reason why you are not using an

International Motor Truck

You don't know what it will do for you!

That's true. If you knew how much actual cash it saves, you would buy an International Motor Truck, because you could hardly make a better paying investment. If it added only twenty-five cents a day to your net profits—that would be better than 8 per cent. interest on the price of a Model E.

That is not all it does, by any means, but that should be enough to interest you, a business man. Write for our complete figures on motor truck saving, or, better yet—see the trucks themselves. There are three good models at the lowest prices ever made on trucks of this quality and capacity.

E —1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F —2000 pounds capacity, internal gear drive (chassis) $1500

Is it any wonder that over 13,000 successful business men use and boost for the International Motor Truck? It makes money for them. A line to the address below will bring you figures showing what you may expect an International to do for you.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**

What is your best seller among package goods? On what package brand do you consider that you make the most money?

It is as certain as anything can be that it is a nationally advertised brand. If it is, doesn't this teach you what nationally advertised goods *can* do for a retailer?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

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AND

Grocery World

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How the "Trade Acceptances" Just Now Being Introduced, Will Affect Retail Merchants

They Are a New Form of Negotiable Paper, Which All Retailers Who Do Not Discount Will be Asked to Sign. They Are Written Acknowledgment by a Retailer That He Owes a Jobber a Certain Sum, and a Promise to Pay That Sum at a Certain Time. This the Jobber Discounts With His Bank Like a Note.

Very few retail merchants are familiar with the new financial system that has grown up in this country during the last two years, thinking that it does not affect them in any important way. There is one phase of it, however, which very directly affects them and it is that part of the Federal Reserve Act which creates what are known as "Trade Acceptances." A "Trade Acceptance" is practically a new form of negotiable paper which, undoubtedly, a large number of retail merchants will be asked to sign, particularly after the system gets under way a little more.

We are reproducing herewith a form of "Trade Acceptance." In form it is somewhat like an ordinary draft. The method of using it is as follows: A jobber sells a retailer a bill of goods. The ordinary terms upon such a transaction would be 1 or 2 per cent discount in 10 days, net 30 days. Up to now the entire transaction has consisted of sending the buyer a notice and charging the bill to him in the seller's books. If the buyer was one who did not discount, the seller would have to go without his money for 30 days, perhaps longer, or sell the account to one of the commercial credit agencies or trust companies who make it a busines to buy Accounts Receivable from wholesale dealers. The use of the "Trade Acceptance" introduces an entirely new method. When the jobber makes the sale he sends to the buyer an acceptance form similar to that which is reproduced herewith. In a sense it is an agreement in writing by the buyer to pay the bill on a certain date. Of course, no agreement was necessary in order to bind the buyer to the seller, because the order which he had given for the goods bound him to pay for them. The object of the "Trade Acceptance" is to furnish something in writing which the seller can have discounted. The buyer merely signs the "Trade Acceptance," agreeing to pay his bill on a certain date, and sends it back to the seller. When the time comes to pay, the buyer is given notice.

With the written acceptance in his hand the seller can go to his bank and discount it just as he would a promissory note. Before he does so he must endorse it so that the bank is perfectly safe in advancing money upon it. Not only does it bear the name of a responsible retailer, but it also bears the name of a responsible jobber. Thus there is double security. The bank discounts the "Trade Acceptance" just as it would a note and then goes to the Federal Reserve Bank and itself pledges it there or rediscounts it.

It is expected that the new idea will very greatly benefit both the seller and the buyer. It benefits the seller because it gives him practically cash in hand for all of his accounts receivable. He can discount "Trade Acceptances" at his bank a good deal more cheaply than he can sell the accounts to a commercial credit house. It will benefit the buyer because the retailer who signs "Trade Acceptances" is benefiting his jobber almost as much as if he discounted his bills, and he will, therefore, be apt to be regarded as a customer to be preferred. The Federal Reserve Banks are so anxious to popularize this class of paper that they authorize banks to discount it at a preferential rate o ½ of 1 per cent. less than the regu lar rediscount rate for single nam commercial paper.

There is one phase of the subje which has not been touched upo A retailer should be very carefu not to sign a "Trade Acceptance until he is sure the account is righ If he signs a "Trade Acceptance and afterwards finds that the a count which is covered by it is i correct, or if some of the goods a missing, or wrong in some way, l will still be bound to pay the amou covered by the "Trade Acceptance in spite of that.



Will There Be a Railroad Strike?

The Question Will Be Answered by the Time These Word Are Published. Means Freight Tie-up, Depleted Stock All Markets Depending on Spot Stocks, Advanced Price for Some Products and Reduced Prices for Others.

By the time these words are published, we will all know whether the mammoth railroad strike, which has been threatening for several weeks, will be a fact. If it comes, it will undoubtedly be the most colossal labor conflict ever waged. It is remarkable how many people are misunderstanding the causes of this strike. It is not a strike for an 8-hour day at all. If the railroad men win the strike they will work precisely as long as they work now. But they will get paid as much for eight hours of labor as they now get for ten hours. This would increase the railroads' expenses $100,000,000 a year, which must of course come from somewhere.

If it comes, the strike will affect both freight and passenger traffic. The freight service all over the country will be tied up to a greater or smaller degree. Markets will have to depend on their own spot stocks. When those are exhausted, the situation may become critical. Of course some goods will be moved, but probably nowhere near enough for the demand. We produce on spot only a small percentage of the goods we consume.

Prices on various commodities which can no longer be adequately brought in from outside will undoubtedly advance, though there will be the usual public protest, probably accompanied by committees of investigation, which w have the usual result—nothin There will probably also be slump prices, where manufacturers ha stocks on hand which they w have to dump on their local marke

Few of the trade have any co ception of the extent to which strike like this can tie up busine for everybody, even the small i land storekeeper. More indeed f the latter than the city dealer, f he is more dependent on freig service. Trolleys will undoubted carry some freight, and automobi freight service will be organize Without doubt we will get alo after a fashion.

A pinch may be felt next we even if the strike is called off, f the railroads have put an embar on perishable freights which cann be delivered before 7 o'clock Monday A. M., when the stri starts.

The merchant who has a big sto on hand—no matter what it is- may be given by the strike an o portunity he could not otherwi have of cleaning it out quickly at profit.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World
Attorney and Counselor at La
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell. Spruce 2608-2609
Keystone, Race 746



Which Are You?

Service is success.

Your competitor, Slow & Company, can buy and sell the same merchandise.

You must beat him on service.

Trade now-a-days goes to Speed & Company.

Are you equipped for speed?

An Overland Delivery Car will enable you to go faster, farther, for a better, bigger business.

Nothing else at anywhere near the price is so efficient—or does you so much credit.

The Overland Delivery Car has the style, power, snap, and speed.

It comes complete, electric starter and all—the best known, best rated car of its kind at anywhere near the price.

Speed up your business.

The Overland dealer in your town will help you.

Write us for catalog and full information. Please address Dept. 196

The Willys-Overland Company, Toledo, Ohio

"Made in U. S. A."

How to Increase Your Business With the Telephone*

An Expert Shows Retailers How They Can Get More Customers and Sell More to What They Have, by Cultivating the Telephone. Considers the Telephone a Gold Mine if Properly Worked, Though Many Dealers Treat It as a Mere Convenience for Themselves.

To-day there is within easy reach of every merchant a modern Aladdin's Lamp, which, when properly used, would surely make Aladdin jealous were he living in this country to-day. It is about the retailer's Aladdin's Lamp—the telephone—that I want to talk to you, and its many possibilities for building business and for winning friends.

To-day the lifting of a telephone receiver in an instant places at your elbow a system of gigantic size, which says, "What wouldst thou have? I am ready to obey thee as thy servant and the servant of all other subscribers to this system."

For years the telephone has been looked upon as an extremely useful aid in the business management of every retail merchant's establishment. However, its use in dealing with your problems has been, in my opinion, more casual than systematic, more occasional than regular. So, in this belief, I am going to try to tell you how the courteous, systematic and persistent use of the telephone—your Aladdin's Lamp, not only will help to build up your business generally, but will also mean for you increased net profits, through increased sales, at decreased selling costs.

First, I want to tell you something about what your telephone will do for you in building or boosting business, and if I suggest some impossible methods, please forgive me, for I am not a retail merchant, only a telephone worker.

Every retailer knows that sales can be made over the telephone just as they can be made in person. Mr. Retailer knows it, because he has made sales this way himself. Yet a good many able retailers still regard telephone service chiefly as a convenience to customers. Busy with other details they have overlooked the fact that the telephone cannot only be used to serve present customers better and sell them more goods, but can be used to make new customers. It is probably true that your telephone inquiries and orders are referred to some competent employee, and to that extent telephone selling has been developed as a convenience to customers. But from my observations telephone selling in your business has seldom been developed systematically, aggressively or intelligently through telephone advertising and sales solicitation. Has your telephone service—your Aladdin's Lamp—ever been developed into a distinct business getter in itself? Is your telephone reaching out and securing to you new patrons, valued "repeat" orders, cutting down your selling costs, or is it merely the time-worn convenience, just satisfying the urgent inquiry, of a customer? What I want to suggest is a practical plan for using your present telephone facilities to increase your business effectively and economically. And by "practical," I mean some methods now in use which are "bringing home the bacon" to grocers, jewelers, clothiers and retail merchants in general.

Have you ever considered the possibilities for an expert telephone salesperson, and by expert I mean one familiar with your business, who is also well versed in the art of courteous talking over the telephone. And you must not confuse the duties of such a specialist with the position of your private branch exchange operator, provided you have one in your store. The duties of this employee are clearly defined as that of a clearing house whose job is to keep incoming and outgoing calls running with courtesy, speed and accuracy. To add "selling" duties to her present activities will spell disaster to this plan, for she "cannot serve two masters."

The duties of this expert telephone salesman or saleswoman are manifold and I shall enumerate some of them as follows, and give suggestions for each case.

1. To obtain regular orders by telephone from your present customers. The adoption of this plan will do away with considerable lost motion on the part of your employees. For this work your telephone specialist should be equipped with a card record, giving your patrons' names, addresses and telephone numbers. After each call the orders are jotted down and filled at once. A telephone call to each patron at an approved hour will mean increased business at decreased costs and may help to do away with certain wagon calls and may help to arrange more systematic routings for your wagon deliveries. As I understand it, every retailer is endeavoring to reduce the cost of taking orders, and the telephone certainly offers a cheap and speedy method for this solicitation work. Time was when the butcher and the grocer feared that business would suffer with the inauguration of the delivery wagon. Actual experience soon dissipated that bugaboo, and the old stock argument of getting the customer into the store received a puncture. And the same thing is true of the telephone situation.

I know of one butcher in a suburban town who was forced to compete with the high-class meat markets to be found in the adjacent city. To persuade this suburban trade to buy their meats from him he determined upon the policy of delivering as good steaks and chops on orders received by telephone as upon the personal call of the patron. This policy was announced by card notices mailed to every telephone subscriber within his delivery radius, mentioning the telephone "honor" scheme which would be maintained by this shop and a cordial invitation to order by telephone, including of course, his telephone numbers.

2. To obtain new customers. Instruct your telephone expert to obtain and maintain a complete card record of prospective customers. Every day a certain amount of time should be devoted to the calling of these people, inviting them to your store and to establish business relations with you. This is a cheap and satisfactory method of advertising which, when properly done, means considerable new business. If I asked you why a merchant who doesn't advertise is like a man rowing a boat, someone might answer, "Because he goes backward," bu that is not the correct answer. Th proper answer is, "Because he ha to get along without sales."

In this "new business" work you employees should prove most valu able, and when you give these sug gestions a trial, be sure to make i a fair trial.

3. To win back former patrons In most telephone solicitation you specialist at first should be equippe with a prepared talk. This sugges tion is offered on the basis that you salesperson would deliver your mes sage better if a prepared talk i available, not to be memorized fo parrot-like delivery, but with th important facts always in mind Again, a card record should b maintained, and after the telephon conversation is completed, the fact jotted down, and in this way a car record of your relations with ever household is maintained. I predic that you will not only win back number of customers by thi method. but that you will uneart a number of interesting complaint which you will welcome as aids t improving the service of your store A displeased customer is your wors advertisement and a few kind word from your telephone employee wil work wonders, not only in bringing back business, but in winning friends. If any of your regular cus tomers haven't ordered at thei usual hour, the expert should cal them and ask them why. "Delivery wagon just coming up your way—do you want to give your order now?" If to-morrow is a holiday she might help close the store early by getting orders in by telephone the night before. When new fami lies move into that neighborhood this salesperson should call them by telephone, introduce herself as the "telephone saleswoman," and assure them that she will give personal at tention to all orders sent regularly or in an emergency. The same pro cess is followed whenever a new wagon covering some outlying neighborhood, is put on. Your store can draw trade from every point within its delivery limits and reap the "velvet" of emergency orders.

4. In addition to these practices, isn't it desirable to obtain all the re tail business from your present cus tomers? If this is true, why not have your specialist call up present customers about this or that article and suggest their buying other goods, which you have to offer. The

* Note.—A portion of an address delivered before the convention of the Pennsylvania Retail Merchants' Association at Bradford, Pa., last week.

onvenience of doing business with it one store is an excellent talking oint. It is likely that your tele- ione salesperson will take dozens orders daily from regular cus- mers. She knows them all and ey all know her. Why not in- ruct her to interest customers in lditional goods after they have lephoned their lists. This is a mple matter of suggestion: "The rst strawberries came in this morn- g, Mrs. Jones, and they're fine— ou want a couple of quarts, don't ou?" Again and again, she will revent loss by selling off remain- ers of perishable green stuff while ustomers are sending in their din- er orders in the afternoon.

5. Many retailers send out, from me to time, advertising literature nd letters and the suggestion is ffered that your salesperson follow p such literature by telephone, with view of obtaining additional busi- ess from such people. While on he subject of literature and letters, on't forget that every letter writ- en in a business house costs some- where between 15 and 25 cents. This may seem a bit startling, for deas on correspondence costs are enerally bound up with the 2-cent tamp. But if the items of station- ry, postage, stenographer's time, ling copies, principal's time and so orth, are faithfully set down, it vill be found that business corre- pondence costs a good deal more han most people imagine. The cost of sending out the simplest sealed printed circular to a list of several undred of prospects is about five ents per piece.

Add to this "manufacturing cost" he delay of correspondence and the valuable time of a busy man taken from more profitable work, and it becomes well worth while to weigh each letter against the telephone service and decide whether a tele- phone message would not be cheaper than writing. Investigation of the mail that comes into the aver- age office will show that many writers are in your local telephone area. Why not have your specialist reply by telephone to many of your letters—it's the quickest way—and the cheapest—even at toll and long distance points.

6. Possibly your telephone spe- cialist can speed up collections via the telephone, and thereby keep cus- tomers as boosters instead of knock- ers. A customer who owes a bill is a poor asset, and there is special

(Continued on page 16.)



Speak to customers about

WILBUR'S COCOA

You'll find **Wilbur's Cocoa** so well known and well liked that customers are practically waiting to buy it, and all you need to do is remind them of it. **Wilbur's Cocoa** has been extensively advertised for many years, and once tried its superior flavor has always given satisfaction.

Our booklet "Cook's Tours Through Wilburland" shows consumers 60 ways to use **Wilbur's Cocoa**—as a food as well as a drink. **Wilbur's Cocoa** can be made into delicious cakes without the use of butter, which is only one of our recipes; it makes the most delicious Iced Cocoa, and our recipe for that is the only successful way of making it.

To make a long story short—once you start a customer buying **Wilbur's Cocoa** it means steady repeat sales at a good profit to you and satisfaction to her. That is the kind of articles you want to sell, because they build up permanent trade.

It will pay you to keep **Wilbur's Cocoa** displayed on your counters and in your windows at all times.

H. O. WILBUR & SONS, Inc.

Philadelphia

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"We always recommend WILBUR'S COCOA because of its delicious flavor, purity and food value. Try it according to the recipes in this booklet and I know you'll like it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

WITH THE EDITOR

No Mail Order Money for the Old Settlers' Fair.

A writer in a Western paper is lambasting the mail-order houses, particularly Sears, Roebuck & Co., because the latter house refused to contribute to a town fair. The promoters of the enterprise went out among the local retailers and collected considerable, and then sent to Sears, Roebuck & Co., who sell thousands of dollars worth of goods throughout that district. The promoters were foolish enough to believe that a mail-order house has the slightest interest in a community merely because it sells goods there. They know different now. Sears, Roebuck came back with the following letter:—

> We have your letter and would like very much to help the Old Settlers' picnic, but we have so many requests of this kind that it is simply impossible for us to help you. This you can readily appreciate, since we have customers in nearly every one of the 60,000 post offices in the United States. We have to feel unable to contribute to picnics or otherwise, much as we would like to.
>
> Yours truly,
> SEARS, ROEBUCK & Co.

I don't know that I altogether blame the mail-order house for not helping the Old Settlers' picnic. There is a lot of picnics, and fairs, and other things that nobody ought to help. They are public nuisances. But the fact remains that the local merchants helped it. The local merchants always help such things. Does that fact alone entitle them to the preference of the consumer? Certainly it does, if the local merchant can supply equal goods at equal prices. The trouble is that many retailers lack the energy to wade in and convince consumers that their proposition is as good as the mail-order proposition. When they fail to say a single word for themselves, the consumer can hardly be blamed for taking the word of the mail-order house to the contrary.

Getting a New Brand In.

The money that it costs to get national distribution for a new food product to-day is illustrated by the campaign which the Jiffy-Jell people are putting up for that product. There is nothing especially new or novel about Jiffy-Jell. I am told that several exact counterparts of it are already in the market and have been for several years.

The market cannot be said to be crowded with preparations of this sort. There are only a few, comparatively, but the market will only take a few. That it had all it needed without Jiffy-Jell cannot be doubted.

The Waukesha Pure Food Co., who make Jiffy-Jell, saw that big measures were necessary, and they have sent a quantity of their product to every wholesale grocer in the United States. The freight alone ate up much money. Then they sent a bulky letter to every retailer in the United States. The postage on that stunt took several thousand dollars more. Advertising in the "Saturday Evening Post" is also being done—$5,000 every whack. And so far the goods have not even begun to move, yet many thousands of dollars have been tied up. Of course, some will be moved. Such a campaign would move anything—some.

I expressed the opinion recently that if there was no room for a new product, the manufacturers might spend all the money in the mint, but they would not get very far in forcing it in. And I illustrated this with the story of a soap powder which a manufacturer spent $200,000 on in the way of advertising without result. It literally got nowhere at all, because there was no room for it. Perhaps the Jiffy-Jell people may succeed in demonstrating that there is room for them.

A Word to the Jobbers' Organizations.

I respectfully submit to the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, and incidentally to the Philadelphia Grocers' and Importers' Exchange, that a legitimate part of their activities could be watching for impositions on the trade like the sale of yellow tail fish as "the same as" tuna. This was reported in this paper last week. It was charged to a Philadelphia jobber and all the facts were given. Up to the time of going to press, the jobber in question, B. S. Janney, Jr., & Co., has made no defense and no reply.

If the facts published in the case referred to were correct, a gross imposition was practiced not only on the retail trade, but on the wholesale trade as well. The *whole* trade, or the honest part of it, is much worse off for every such case. Why could not the two jobbers' organizations go after such matters with perfect propriety and with profit to their members?

The "Modern Merchant and Grocery World" can supply evidence of other cases like this in the wholesaling of merchandise if the above organizations are interested in it. Cases of repeated and long-continued exaggeration regarding the quality and value of grocery merchandise, so gross that they amount to grievous fraud. Moreover, I shall be glad to see that the prop legal services are given for t prosecution without charge. suggest that it is clearly the pla of these organizations to act in t matter, and that such a situation just as important as anything th are doing.

Making Public Brands of Jobbers' Private Brands.

Wholesale grocers are gradua coming to admit that the chief arg ment against th private brands almost ever wholesale groc has private brands—is that they not sell at retail as well as adve tised brands. A jobber's priva brand of cocoa may *offer* the r tailer twice as much profit as the a vertised brands like Baker's a Wilbur's, but if it doesn't sell, t double profit isn't forthcoming, it?

Therefore some wholesale gr cers are taking their brands out the category of private brands, a are seeking to make them pub brands. The Steele-Wedeles C of Chicago, for example, are no regularly advertising their Sav line to consumers. They expla the move thus:—

> We are using advertising as a feature of our service to make the future sales of our dealers more permanent. We all know the story of the difference between advertised brands and the brands of the jobber. Every retailer knows that among other things, the manufacturer's specialty salesman will tell him the jobber's brands will not sell as rapidly as those which are advertised. Quite logical, of course.

Certain of the New York jobbe are doing the same. As they do the main objection to priva brands—"they are unknown"—d appears, and it then becomes straight competition between o advertised brand and another.

If You Have a Horse, Read These Rules.

The following comprehensive rules relative to the care and attention wrich a delivery horse should receive during hot weather will interest the trade generally:—

1. Load lightly and drive slowly.
2. Stop in the shade if possible.
3. Water your horse as often as possible. So long as a horse is working, water in small quantities will not hurt him. But let him drink only a few swallows if he is going to stand still. Do not fail to water him at night after he has eaten his hay.
4. When he comes in after work, sponge off the harness marks and sweat, his eyes, his nose and mouth, and the dock. Wash his feet, but not his legs.
5. If the thermometer is 75 degrees or higher, wipe him all over with a damp sponge. Use vinegar water if possible. Do not turn the hose on him.
6. Saturday night, give a bran mash, lukewarm, and add a tablespoonful of saltpetre.
7. Do not use a horse hat unless it is a canopy hat. The ordinary bell-shaped hat does more harm than good.
8. A sponge on top of the head, or even a cloth, is good if kept wet. If dry it is worse than nothing.
9. If the horse is overcome by heat, get him into the shade, remove harness and bridle, wash out his mouth, sponge him all over, shower his legs and give him two ounces of aromatic spirits of ammonia, or two ounces of sweet spirits of nitre, in a pint of water; or give him a pint of coffee warm. Cool his head at once, using cold water, or, if necessary, chopped ice, wrapped in a cloth.
10. If the horse is off his feed, try him with two quarts of oats mixed with bran, and a little water; and add a little salt or sugar. Or give him oatmeal gruel or barley water to drink.
11. Watch your horse. If he stops sweating suddenly, or if he breathes short and quick, or if his ears droop, or if he stands with his legs braced sideways, he is in danger of a heat or sunstroke.
12. If it is so hot that the horse sweats in the stable at night, tie him outside, with bedding under him. Unless he cools off during the night, he cannot stand the next day's heat.

BURK'S Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and **LUNCH ROLL** were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

The Third Side of the Sale!

WHEN you are buying a bill of goods there are three things you want to know—quality, price and **terms.**

¶ If you are buying a piece of property the great big consideration will be on what **terms** you can make the purchase.

¶ If you are selling an article for thirty-five cents of such a character to make the offer a reasonable and attractive one, you may also advertise "Three for a Dollar." You have quoted **terms** on a certain amount of purchase.

¶ The same rule applies to every phase of modern business and it is upon this basic principle that *S.H.* Green Trading Stamps have built a national popularity as a practical economy.

¶ When you are giving *S.H.* Green Stamps over your counter you are offering attractive **terms to the cash paying customer.** You are simply saying: "When you pay cash for the goods I will allow you a discount, even though the purchase only amounts to ten cents."

¶ Put ourselves **in the customer's place** and think it over, or better still, write us and let us furnish you with facts and figures.

"THE STAMP THAT STAYS"

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

Unusual Stunts to Get a Store in the Public Eye

Under this heading, from time to time, we will report clever things that retailers have done to impress themselves and their stores on the minds of consumers. In a recent issue we published the experience of a retail grocer who gave a most successful reception to mark the completion of his new refrigeration system. The experience published this week is somewhat different, but it would have the same advertising value to the store.—Ed.

How a Retailer Celebrated His First Birthday.

A little over one year ago O. M. Paterson, a retail grocer, established a store. It was successful, and when one year had elapsed, he resolved to advertise it into still greater success by giving a birthday party. So he sent to all his customers and to those whom he wished to become such the following letter:—

Dear Madam:—Next Saturday is our birthday. We are one year old on that date. It is just one year ago since we started in business, and it certainly has been a year long to be remembered.

In spite of the war, the enormous increase in the price of all goods, and the unsettled conditions generally, our business has grown enormously—almost double what we dared to hope for a year ago.

We have two purposes in writing this letter. The first is to thank you for the confidence you have placed in us, shown by the liberal patronage you have accorded us during the year. We intend to increase that confidence during the next year, if pure goods, proper store service and prompt delivery, coupled with courteous treatment and fair prices, will do it.

The second is to extend to you and your friends an invitation to our birthday party on Saturday. We are going to celebrate by giving every man, woman and child who comes to our store on that day a birthday present. We have a big assortment of very useful presents. Every one of them is worth coming a long distance for. And they won't cost you a cent. We don't even ask you to buy anything from us, except, of course, you happen to need something in our line. All we want is that you come to the store and get your present.

In case some of your neighbors or friends should not hear about our party and be disappointed, will you do them and us a favor by telling them about it and asking them to come.

To add to the fun we are mixing the presents all up in our window, so that every one will be a surprise. Come early and avoid the rush.

Yours (one year old),
O. M. Paterson.

It was calculated that over 1,000 people visited the store that day. And incidentally, more money was taken in on that day than had ever been taken in before. Most of the presents were obtained free from manufacturing concerns and consisted of samples of soap, candy, cocoa and many other things. These were parcelled up, generally two samples being placed in a package. Among these were scattered about six dozen of regular 25 and 50-cent articles from the store's stock. Each person visiting the store was given a draw from this big assortment of gifts. Customers did not have to buy anything to secure a draw. Every gift was worth coming to the store to secure, especially the 25 and 50-cent articles, and the chances of securing such articles stimulated interest in drawing to a marked extent.

To each child who came to the store one of the Mother Goose books issued by the Wrigley Gum Co. for advertising purposes and containing a one cent stick of gum was presented. Every child was presented with this gift, the merchant even going out on the sidewalk to give to some of them. Every youngster making a purchase of 10 cents or more was also given a draw from the regular assortment.

Good publicity was given to the scheme beforehand—an important factor in the success of the affair. The local paper for the district was used for the two weeks previous to advertise it. The first week there was a general announcement and the second week it was put in the form of a formal invitation, "requesting the pleasure of your company at our birthday party, etc." In addition to this 1,600 circular letters were sent out to the residents of the district.

Mr. Paterson said after the scheme was over that he didn't think more than four or five dozen of the people who came to the store failed to buy something.

The New York Letter

Trade Agitated by Railroad Strike Talk. Police Will Look Into All Advances. Cold Storage Egg Ruling Modified. Premium Men Begin National Campaign. American Specialty Manufacturers' Association Perfects System of Handling Specialty Orders. Convention Retailers Want to be Told About Adulterated Food. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, September 1, 1916.

The trade here are much agitated at the prospects of a railroad strike. While there is considerable stock in most lines on spot, New York is an enormous consumer of everything in the food line, and if compelled to support itself from the spot stock, undoubtedly prices will sharply advance on almost all lines. Certainly on almost all those which come from a distance, such as California products and Chicago meat products. The embargo which the railroads have put upon perishable food products not delivered before September 4th has excited the market, and almost everything is showing a strong undertone.

The police department has announced that it expects some dealers to take advantage of the situation by advancing prices. It is reported that the department will make an immediate investigation where anything like this develops and will make an example of the perpetrators.

* * *

The ruling of State Commissioner of Markets Dillon that after September 1st all cold storage eggs sold out of their original package must have the words "cold storage" stamped on their shells is to be modified. The State will be satisfied if the case itself, and not each egg, is marked "cold storage."

* * *

The National Premium Advertising Association, whose headquarters are in this city, has issued a statement during the week that it is about to institute an educational campaign throughout the entire country for the purpose of bringing the truth of the premium industry to the attention of the public. The association claims to represent a gross annual business of over $100,000,000. It proposes not to wage a fight in the interest of any particular class of premium, but to organize constructively throughout the country in defense of the general principle that premiums are legitimate and useful adjuncts to modern business. The secretary of the organization is Harry B. Haines, a well-known newspaper man.

* * *

Advertising in the local financial papers confirms the statement previously published that a combination is in progress among the California Fruit Canners' Association, the Central California Canneries, Griffen & Skelly Co,. the J. K. Armsby Co., and the Alaska Packers' Association. If this goes through it will represent one of the most enormous combinations that has ever occurred in the food trades.

* * *

The American Specialty Manufacturers' Association has issued during the week what it calls "The Perfect System," to be used by jobbers in handling specialty orders. The following is the substance of it:

1st. Treat American Specialty Manufacturers' Association specialty orders in the same manner that you treat your own orders.

(a). Immediately make out a separate house order for every accepted American Specialty Manufacturers' Association order, stamping same "specialty order."

This means that jobber's salesmen will have nothing to do with the filling of the order, and that specialty orders will not be held up to be added to the next regular order, which so often causes delay, misplacing or loss of order.

(b). Register the order.

(c). Send order to the shipping department with instructions that—if in city to deliver on first delivery in neighborhood, irrespective of any regular order—if in country and order is not large enough to ship alone, to ship with next order.

2d. Do not hold up any American Specialty Manufacturers' Association specialty orders for credit reasons. If you cannot ship promptly do not accept the order.

3d. If retailer refuses delivery, notify our member or write this office, giving all particulars.

Jobbers adopting the system outlined will have a cleaner stock and less tag-ends at inventory time.

* * *

The New York State Retail Grocers' Association, in convention at Ithaca last week, adopted a resolution which will strike a responsive chord in the mind of every grocer who believes that the office of a food department is to prevent violation of the food laws rather

n to punish after they are vio-
d. The spirit of the resolution
hat the Agricultural Depart-
it of this State should be com-
ed by law to advise dealers what
ds have been found to be adul-
ted so that they can protect
nselves against them:—

Resolved, That it is the sense of
is convention that the portions of
e agricultural law relating to the
le of foodstuffs is unfair in the
llowing respects:—

First.—It provides no means for
ving information to the dealer
ncerning what foods may be
und to be adulterated by the de-
rtment.

Second.—It makes no provisions
r the protection of the dealer if
is thus unwittingly caught with
lulterated goods.

Third.—It is not definite as to
w goods that are adulterated
ould be so designated by the
acker or manufacturer; therefore
it

Resolved, That determined effort
made throughout the State to
ave the hereto attached proposed
ll passed at the next session of
e Legislature, and that a sufficient
mber of this proposed bill be
inted and sent to the local asso-
ations throughout the State whose
siness it shall be to interest those
ho are and intend to become
gislators.

Summarized Market Conditions.

ea quiet at unchanged prices.—
ffee shows advance for Rio and
ntos at least ¼ cent on account
speculation. Java and Mocha
y dull at ruling quotations.—
gar demoralized. Raws have
l off a fraction but granulated
l rules at 7 cents, seconds hands
ders quoting 6.80 to 6.85. Sugar
ght to be 6½.—Prunes somewhat
nger on the coast by reason of
wers' combination. Crop out-
k good. Other dried fruits un-
nged, except that new seeded
sins opened ½ cent above last
r.—Tomatoes unchanged in
ne quarters at 90 cents in a large
y f. o. b. for 3s and 70 cents for
but plenty of packers will sell
cents under that. Corn and
s firm and unchanged. Salmon
y firm, both spot and futures.
ices unchanged for the week. All
ned fruits unchanged.—Wheat
clines on account of strike pros-
ts.—Flour about the same as a
ek ago.

Lowney Chocolate Co. Sold.

merger of the United Drug Co. and
Walter M. Lowney Co., of Mans-
d, through the organization of choc-
te refiners, inc., as a subsidiary of
former company to take over the
nufacture of chocolate products, was
nounced in Boston during the week.
ails of the transaction were not
ed.





"Take This Back! I Want Kingsford's Corn Starch"

There's only one genuine KINGSFORD'S CORN STARCH and no imitation or substitute will satisfy your customers. In addition to the flavor, quality and absolute purity which have made KINGSFORD'S popular for over sixty years, its sale is increasing rapidly because of our extensive advertising campaign reaching directly into the homes of the consumers.

THE CORN PRODUCTS COOK BOOK

gives many recipes for the use of KINGSFORD'S CORN STARCH as well as KARO. It thus increases the sale of these products and adds to your profits. We have sent out millions of copies of the CORN PRODUCTS COOK BOOK in response to requests from housewives everywhere.

We'll Help You to Secure Sales of Kingsford's Corn Starch

We'll supply you liberally with cut outs, window trims, display cards and hangers. Write to us for these FREE store helps and put them where your customers will see them. This will connect your store with our advertising and sales are sure to follow.

The National Starch Company
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA. — SECURITY INTEGRITY YOUR

WHAT TO TELL CUSTOMERS

"You can make dozens of dainty dishes and appetizing desserts with KINGSFORD'S CORN STARCH that will give variety to the home table."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Goods That Are Being Advertised to Your Customers

"Modern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

September

The American Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Puffed Wheat and Puffed Rice, two-thirds page.
Pompeian Oil, one inch.
Heinz Vinegar, two-thirds page.
Nabisco, 14 inches.
Fairy Soap, one page.

The Century Magazine.

Fairy Soap, one page.
Swift's Premium Ham, one page.
White House Coffees and Teas, half page.
Beech-Nut Bacon, half page.
Heinz Vinegars, one page.
Libby's Foods, one page.
Ivory Soap, one page.
Post Toasties, one page.

Collier's Weekly.

Heinz Vinegars, half page.
Clicquot Club, quarter page.
Postum, quarter page.
Quaker Oats, half page.
Puffed Grains, half page.
Eagle Milk, eighth page.
Pettijohn's, 5 inches.
White House Coffee, 6 inches.
Clicquot Club, quarter page.

Delineator.

Bon Ami, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Postum, quarter page.
Puffed Wheat and Rice, half page.
P. & G. White Naptha Soap, one page.
Carnation Milk, one page.
Crisco, quarter page.
Armour's Star Hams, half page.
Pettijohn's, 4¾ inches.
Quaker Oats, half page.
Swift's Ham and Bacon, quarter page.
Purity Cross Creamed Chicken, 2 inches.
Pompeian Olive Oil, 1 inch.
Minute Tapioca, 2 inches.
Three-in-One Oil, 4 inches.
Fairy Soap, one page.
Jiffy-Jell, one page.

Designer.

Bon Ami, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Quaker Oats, half page.
Carnation Milk, one page.
P. & G. White Naptha, one page.
Puffed Wheat and Rice, half page.
Crisco, quarter page.
Postum, quarter page.
Swift's Ham and Bacon, quarter page.
Pompeian Olive Oil, 1 inch.
Pettijohn's, 4¾ inches.
Faust Coffee (C. F. Blanke Tea and Coffee Co.), 3 inches.
Minute Tapioca, 2 inches.
Three-in-One Oil, 4 inches.
Fairy Soap, one page.
Jiffy-Jell, one page.

Everybody's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Postum, one page.
Fairy Soap, one page.
Post Toasties.

Ladies' Home Journal.

Bon Ami, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Underwood Deviled Ham, quarter page.
Royal Baking Powder, one page.
Crisco, quarter page.
Minute Gelatine and Tapioca, quarter page.
Quaker Oats, half page.
Beech-Nut Tomato Catsup and Chili Sauce, one page.
Pettijohn's, 4¾ inches.
Sunshine Biscuits, quarter page.
Swansdown Cake Flour, 2½ inches.
Junket, 4 inches.
Burnett's Vanilla, 3 inches.
Armour's Grape Juice, half page.
Pompeian Olive Oil, 1 inch.
Sauer's Extracts, 3 inches.
Puffed Wheat and Rice, half page.
Colburn's Spices and Mustard, 2 inches.
Three-in-One Oil, 6 inches.
Gold Dust, 6 inches.
Purity Cross Creamed Chicken, 2 inches.
Dromedary Cocoanut, quarter page.
Sun-Maid Raisins, one page.
Kellogg's Toasted Corn Flakes, one page.

McClure's.

Ivory Soap, one page.
Campbell's Soup, half page.
Heinz Vinegar, half page.
Eagle Milk, quarter page.
Postum, quarter page.
Puffed Grains, half page.
Anola Biscuit, quarter page.
Fairy Soap, quarter page.

Ladies' World.

Shredded Wheat Biscuit, quarter page.
Campbell's Tomato Soup, half page.
Postum, quarter page.
Quaker Oats, half page.
Borden's Condensed Milk Co., quarter page.
Three-in-One, 5 inches.
Pettijohn's, 4¾ inches.
Lipton's Tea, half page.
Minute Gelatine, 2 inches.
Pompeian Olive Oil, 1 inch.
Puffed Wheat and Rice, half page.
Carnation Milk, eighth page.
Chalmer's Gelatine, 1 inch.
Sea Moss Farine, 2 inches.
Cream of Wheat, one page.
Bon Ami, one page.

McCall's Magazine.

Cream of Wheat, one page.
Puffed Wheat and Rice, two-thirds page.
Sunkist Lemons, one-third page.
Postum, one-third page.
Old Dutch Cleanser, one-third page.
Fels-Naptha Soap, one-third page.
Kornlet, 1 inch.
Pompeian Olive Oil Salad Dressing, 1 inch.
Quaker Oats, two-thirds page.
Minute Tapioca, 3 inches.
Arbuckles' Coffee, 14 inches.
Three-in-One Oil, 4 inches.
Pettijohn's Bran Food, 4¾ inches.
Junket (The Junket Folks), 4 inches.
Swans Down Cake Flour, 2½ inches.
Bon Ami, one page.

The Outlook.

Heinz Vinegars, one page.
Ivory Soap, one page.
New Poast Toasties, one page.
Nabisco, one page.
Pettijohn's, quarter page.
Three-in-One Oil, quarter page.
Quaker Oats, one page.
Bon Ami, one page.
Pompeian Olive Oil, 1 inch.
Quaker Oats Co., one page.

Pictorial Review.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, half page.
Bon Ami, quarter page.
Dromedary Cocoanuts, quarter page.
Postum, quarter page.
Armour's Pure Lard, half page.
Puffed Wheat and Rice, half page.
Crisco, quarter page.
Heinz Vinegars and Olive Oil, half page.
Carnation Milk, eighth page.
Minute Gelatine, 2 inches.
Pompeian Olive Oil, 1 inch.
Quaker Oats, half page.
Blue Label Ketchup, eighth page.
Pettijohn's, 4¾ inches.
Three-in-One Oil, 4 inches.
Beech-Nut Peanut Butter, eighth page.
Gold Dust, one page.

Saturday Evening Post.

California Sun-Maid Raisins, one page.
Crisco, one page.
Campbell's Soup, one page.
Heinz Vinegars, half page.
Jiffy-Jell, one page.
Frank's Meat Treats, eighth page.
Carnation Milk, quarter page.
Kellogg's Toasted Corn Flakes, one page.
Old Dutch Cleanser, one page.
Campbell's Tomato Soup, one page.
Underwood Devilled Ham, quarter page.
Clicquot Club, one page.
Phez, quarter page.
Blue Label Ketchup, 10 inches.
Puffed Grains, half page.
Skinner's Spaghetti, 1 inch.
Campbell's Tomato Soup, one page.
Pompeian Olive Oil, 1 inch.
Skinner's Macaroni, 2 inches.
Sunkist Oranges, one page.
Ivory soap, one page.
Campbell's soup, one page.
Skinner's Spaghetti, 2 inches.
Pettijohn's, 5 inches.
Quaker Oats, half page.
Phez, half page.
Gold Medal Flour, one page.

Scribner's Magazine.

Beech-Nut Bacon, half page.
Pompeian Olive Oil, one inch.
White House Coffee, half page.
Heinz Vinegar, one page.
Swift's Premium Ham or Bacon, one page.
Libby's Foods, one page.
Ivory Soap, one page.
Shredded Wheat, one page.
Baker's Cocoa, quarter page.
Grape Nuts, quarter page.
Royal Baking Powder, quarter page.

Woman's Home Companion.

Ivory Soap, one page.
Campbell's Tomato Soup, half page.
Old Dutch Cleanser, quarter page.
Postum, quarter page.
Puffed Wheat and Rice, half page.
Heinz Vinegar and Olive Oil, half page.
Crisco, quarter page.
Armour's Veribest Foods, half page.
Blue Label Ketchup, eighth page.
Junket, 4 inches.
Colburn's Spices, 2 inches.
Carnation Milk, eighth page.
Pompeian Olive Oil Salad Dressing, 1 inch.
Quaker Oats, half page.
Pettijohn's, 4½ inches.
Jiffy-Jell, half inch.
Sunkist Lemons, quarter page.
Fairy Soap, one page.

The Woman's Magazine.

Bon Ami, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Crisco, quarter page.
Pettijohn's, 4½ inches.
Minute Tapioca, 2 inches.
Carnation Milk, one page.
P. & G. White Naptha Soap, one page.
Postum, quarter page.
Quaker Oats, half page.
Puffed Wheat and Rice, half page.
Swift's Premium Ham and Bacon, quarter page.
Pompeian Olive Oil, 1 inch.
Three-in-One Oil, 4 inches.
Blanke's "Faust" Coffee, 3 inches.
Fairy Soap, one page.
Jiffy-Jell, one page.

The Youth's Companion.

Quaker Oats, half page.
Swift's Lard, quarter page.
Grape-Nuts, eighth page.
Pettijohn's, 4¾ inches.
New Poast Toasties, one page.
Nabisco, quarter page.
Postum, 6 inches.
Postum Olive Oil Salad Dressing 1 inch.
Campbell's Tomato Sauce, half page.
Crisco, quarter page.
Beech-Nut Peanut Butter, 4½ inches.
Postum, 6 inches.
Cream of Wheat, one page.
Puffed Wheat, half page.
Grape-Nuts, 6 inches.

Sauer Kraut is High.

"Kraut can go to greater extremes than any other item," says Gilberts' Indianapolis letter. "It has gone begging at 47½ to 50 cents factory, but to-day there is nothing available under 60 and 65 cents, both spot and future. We always discount reports liberally but if the crop is half so bad as we are advised from all cabbage zones, you need not be surprised at any action in the kraut market."

CORRESPONDENCE.

Refrigerators, Etc.

Brunswick, Ga., Aug. 23, 1916.
the Editor.
Dear Sir:—We would thank you inform us the names of the best nufacturers of refrigerators, dy cases and counters, or the t dealers in same.
Thanking you in advance, we are,
Yours very truly,
PHOENIX GROCERY CO.

For regrigerators, Howe Scale ., New York City; McCray Re-gerator Co., Kendallville, Ind.; counters, Sherer-Gillett Co., icago, Ill.

* * *

Music Roll Wanted.

Smithdale, Pa., Aug. 21, 1916.
the Editor.
Dear Sir:—Can you tell us where buy an 88-note music roll for yer piano called the Ideal? It has iladelphia on the box.
Yours truly,
SANSON & SMITH.

M. D. Swisher, 115 South Tenth eet, Philadelphia.

ECHOES

Enclosed please find $3 for one ar's subscription for "Modern erchant and Grocery World." ou produce the goods. The best per that comes in our office.—lvanus Reeser, Pen Argyl, Pa.

I cannot get along without the l "Modern Merchant and Grocery orld." I have been reading it r fourteen years, having increased is business from $10,000 in 1902 $30,000 in 1916. I feel I owe a hole lot of it to the good things read in the "Modern Merchant d Grocery World." By taking os from it I have made many times hat it has cost me, and wishing ou much success, I am.—O. H. night, Sharpsburg, Ky.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia



ONE of the heaviest advertising campaigns in the world has put **"Wrigleys"** into the mouths of millions of citizens of the United States—it has joined every retail merchant in the United States to our organization as a partner—it has proven him to be an important half of the partnership. We have endeavored to make this partnership—what every partnership must be to succeed—pleasant and profitable to both sides. We believe we have succeeded.

We have joined the **PENNSYLVANIA PLAN** because it is a movement on the part of the retail merchant who is already our partner; because we appreciate the important factor which his good will and co-operation have been in our success—because we consider it a privilege to reciprocate and be a partner in **his** organization.

Our ability and resources are at the service of Pennsylvania merchants and are constantly directed toward securing bigger business and greater profits for us both.

Display **Wrigley's,** and connect your cash receipts with our advertising.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.
CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S is the gum with the flavor that *lasts.* The biggest nickel's worth you can buy."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

HOW TO INCREASE YOUR BUSINESS WITH THE TELEPHONE

(Continued from page 9.)

merit in expediting collections by this method, which is a cheap and pleasant one when properly handled. Whether you employ a salesman or saleswoman in this work depends on your own preference. Personally, I should vote for the saleswoman, for the same reasons that we have women operators instead of men operators, as they are more polite, patient and tactful when using the telephone. Then too, telephone service can be utilized to fill in the dull hours of retail trade and take the pressure off the "peak." By leading the public to read the store's advertising, with telephone orders in mind, much profitable patronage might be shifted to the morning.

In your advertising literature, the suggestion is made that you include your telephone number, with a footnote explaining the telephone selling service, this footnote to appear on every advertisement, bill and price-list. There is good suggestive value in this idea, because many people are thereby persuaded to go into action at once before their interest has died down. And interest in your goods does die down occasionally, when it is necessary to make a personal call, to write a letter or look up the telephone number in the directory. Possibly you are wondering if a telephone campaign of the character suggested in this paper would become objectionable to the public. My answer is emphatically "No," because every retail merchant has a real message of value for the people or he wouldn't be in business. With the proper telephone specialist in your employ you should be able to convince every person that, in hanging up their receiver, he or she has listened to a talk of real value. In my opinion people should welcome this telephone plan most heartily, for it helps to reduce overhead selling costs, which ultimately means more favorable prices for the customer.

Your telephone salesman or saleswoman will also be responsible, so far as possible, for handling incoming orders. However, it is necessary that all employees be trained to handle telephone orders properly and promptly in the event your specialist is busy. The famous Aladdin's Lamp had two sides for rubbing purposes—and so, many retail merchants will find two telephone lines necessary to obtain the best results. One line for solicitation work, the other for incoming orders. You know a "busy" report too often means a lost sale. I know one retail merchant who has a single telephone shut away in a little cubby hole where he posts his books every night. He thinks of that telephone only as a convenience for himself when he wants to order goods from downtown in a hurry. Incoming calls are regarded as a sort of necessary evil. Answering the telephone is of secondary importance to attending to the wants of the proverbial "bird-in-hand" customer, be the latter sale ever so small. Tired of waiting, the prospective telephone customer "hangs up" and the order is lost. But that telephone sale might have amounted to ten times as much as the "bird-in-hand." Of course, it is quite the proper thing to finish waiting on customers, but the little shop's organization should be such as to make it unnecessary to drop anything or neglect anybody to take an order over the wire. This retailer only does business with people who shop in person and who are drawn from a radius of not mo than ten blocks because he neglecting his telephone opportu ties.

Now, just a few words on t subject of how to win friends telephone, for yourself and yo business. Friends are usually w or lost by our actions toward o another. Anything we say, and t way we say it, has an influence reflecting our personality. Wh we talk over the telephone t smallest inflection of our voice sent out to the person to whom are talking—our personality h been put upon the wire, and it pleasing or otherwise in proporti to the attention we give to maki it so. And what I am saying a plies to you, Mr. Merchant, as w as to your sales people.

Were you to talk to anyone the street you would—if you car to impress him—be polite, courteo and attentive. Your face wou show your friendship. How mu more, then, should we "show o friendship" by our voice over t telephone, since the face cannot seen?

Cultivate the telephone smile. is a valuable asset. One can sa



A Useful List of Ham and Buyers

Do this for your own good: Make a note of everybody who buys a slice of ham of you in a week. It may tell you how small a percentage of your customers are buying ham, and that in itself is useful information, but mainly use it for this: ask them afterward how they liked it.

If they aren't enthusiastic, we want you to think of **Liberty Brand** hams, the sweetest, tenderest, juicest ham on the market, packed by us with our own cure.

Send for one **Liberty Brand** ham and test it out.

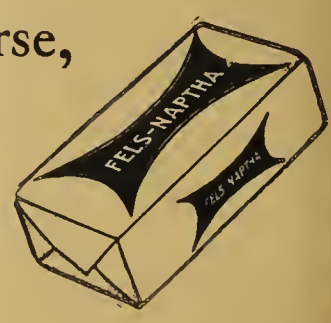
F. G. Vogt & Sons, Inc.
30th and Race Streets Philadelphia

Advertising

Fels-Naptha soap has been constant and general, clean and vigorous.

Our plan has been to assist the retail merchant in every way toward a comfortable and profitable distribution of **Fels-Naptha soap.** Such distribution has always *helped* its remarkable popularity.

Quality, of course, *first.*



Fels & Co.
PHILADELPHIA

'ho are you," and let the facial ›ression belie the tone. Not so :r the telephone. How it is said indicative of the meaning. Be e, therefore, that your voice rries a smile."

)ne of the surest ways of losing regard of a person to whom we talking is to be inattentive to at he is saying. Concentrated, ırteous attention given to a tele›ne conversation is a mark of pect paid to the talker that will appreciated in most cases. Short, upt answers or curt and impo: questions, such as "Who are you ing to talk to?" etc., are lapses in ırtesy that every telephone user ›uld avoid. In practicing cour- y over the telephone several ints may be kept in mind that will found helpful. You cannot see : person to whom you are talk-; but the telephone reflects your :ents and inflections so perfectly ıt you must be yourself. You are t face to face, but you are voice voice, and that is even more im- rtant. Learn to speak clearly and stinctly over the telephone.

Concentrate on what is being d. If you are on the wrong line, cuse yourself, remembering that u have interrupted someone who not to blame for the mistake. ›urtesy is like oil to machinery— e lack of it will cause friction, and ction in telephone talking is a ing to be avoided, and avoiding ction is an easy thing if one but plies the "golden rule" when tele›oning. You wish to be treated th politeness by others. Be polite, erefore, to them.

Telephone users should familiar- e themselves with the general ›ints to be observed in making a lephone call and in answering lls. These may be found in the lephone directory and a few min- es reading will cover the field and need not be referred to again. ood service depends largely upon ıe measure of co-operation ac›rded the telephone company by e public.

"Hello," that ungraceful and rude ttle word that used to preface a lephone conversation, has been ta›oed. The proper way to answer ›ur telephone is to say, "Smith's ewelry store, Mr. Jones speaking." his practice identifies you at once nd the person calling, without ıaking inquiry, knows to whom he speaking.

Answer telephone calls promptly, ith a pleasant tone, and use the

NO ADVANCE IN PRICES



LARGEST SALE IN THE WORLD

LIPTON'S TEA

is therefore the easiest tea for the Pennsylvania grocer to sell. No other tea has been advertised so extensively and persistently as **Lipton's Tea.** Not only have we advertised it in magazines, newspapers, street cars and billboards, but, it has been advertised from home to home by thousands and thousands of satisfied consumers.

The sealed air-tight package gives **Lipton's Tea** an individuality that becomes fixed in the minds of consumers. It preserves the tea in its original strength and aroma and guarantees a satisfactory brew. We pack ten different blends, so no matter whether your customer prefers Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong, or Green Tea, you can give her the kind she likes best and be sure it will please her.

Lipton's Tea has all the time-saving advantages of the ready-to-sell package.

Thomas J. Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — OUR WORD

WHAT TO TELL CUSTOMERS

"No matter what kind of tea you like, I can supply you with it in LIPTON'S TEA, in a sealed air-tight package."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

It Pays to Concentrate

SUPPOSE you had to buy every article in your stock, Mr. Grocer, from a different manufacturer? You'd be so busy writing letters, studying catalogues, and sticking on postage stamps and explaining the changes to your customers, you wouldn't have time to sleep. And how much dependability would your customers have in your changing stocks? Take Matches for instance—the grocer who wants his customers to have confidence in what he sells them has no need to carry more than one line. There's a DIAMOND MATCH for every purpose, and at any price—that's decent—and every match backed by the reputation of the largest and oldest match manufacturers in the world.

Anchor your match trade to a line that you know and trust

The Diamond Match Company

The Greatest Match Makers in the World

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA.

SAY TO CUSTOMERS

"DIAMOND MATCHES never miss fire. You can strike them anywhere and get a perfect flame, without sputter or break. DIAMOND MATCHES have been the best matches for 33 years."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

rising inflection. Remember, tele phone courtesy begins when the be rings. Identify yourself at once and no matter what the message i treat it courteously. If you are no the person wanted make an effor to locate the proper person at once or politely give the informatio where he may be found. Offer t take a message, and in some wa show that you feel a responsibilit for the proper delivery of the mes sage.

Courtesy is valuable because ther is not more of it. On the othe hand, the more there is of it th more valuable it is. A study of th comparative results in being cour teous and in not being courteou shows that courtesy has real com mercial value. It pays. It win friends for you.

In the words of Herbert Kauf man:—

"Don't yearn for Aladdin's Lam —learn to use your own.

"It's a much better one and com mands an outfit of slaves whos exploits transcend the accomplish ments of the old genii.

"Steam is waiting-at your elbow electricity is ready to serve you hard rock drills, giant shovels pneumatic hammers, mile-a-minut trains, telephone wires, tractors dynamos, blast furnaces, cold stee presses, crucibles, retorts, micro scopes, X-ray machines and a trib of automatic lathes, punches, trip hammers and derricks are withi immediate call.

"Rub your imagination and de velop a scheme upon which they ca get to work. Make it a big one.

"Day dreams do come true You're living among a set of them now, utilizing their awakenings i your very routine tasks.

"Originality is an expected trait i every modern man. You possess it why don't you express it?

"Projects impossible of executio in the adjacent past through lack o proper tools grow feasible by th hour."

Retail merchants, rub your Tele phone Lamp. R. C. MASON.

Pittsburgh, Pa., Aug. 31, 1916.

Freight Advance on California Products Postponed to First of Next Year.

The proposed advance in California freight rates, which was to have taken effect September 1st, and which would have caused extensive price advances in all California and Western products, has been postponed until December 30th next, as the shippers requested.

Pettijohn's Flour

A Modern, Scientific Flour for Use in Place of Graham

Pettijohn's Flour differs greatly from so-called whole wheat flours. The white part, which forms 75 per cent., is ground separately. It is a very fine grade of patent flour.

The bran part, which forms 25 per cent., is specially prepared and added, largely in flake form.

The result is a delicate product and a scientific health flour, ready for use without further mixing.

Pettijohn's Flour is now advertised in all the women's leading magazines and is fast becoming a staple household product.

It is packed in large round 25c. tubes with removable cover—20 packages to the case.

We ask your co-operation particularly in filling customers' first orders. We will guarantee the sale on a trial case.

The Quaker Oats Company

The Grocery Markets

Tea.

The tea market shows no change for the week, although Ceylon Indias are feeling a little firmer on the other side, and so are Moyunes. The market on this side is not materially changed, in fact it is hardly changed at all, but if the advancing tendency continues on the other side it probably will be changed before very long. August has been an exceedingly dull month for tea, and here and there holders are still willing to make concessions in order to move stock. The railroad strike, if it comes, will undoubtedly find a considerable percentage of the trade with low stocks.

Coffee.

The coffee market has been taken in hand during the week, so far as Rio and Santos are concerned, by a group of New York speculators, and without much trouble they have advanced Rio and Santos grades ¼ to ½ cent. There was no reason for this whatever, as the market conditions are entirely unchanged. The demand has been rather fair. Mild coffees are very dull and entirely unchanged in price, as are Java and Mocha.

Sugar.

The sugar market is decidedly weak. Raws have gone off again and have sold down to about 5¼ cents. All refiners are now asking 7 cents for granulated, with the general expectation that the price will decline very shortly. Of course the railroad strike is to be reckoned with and if it comes that may retard the drop. The consumptive demand for refined sugar is still very poor. September is usually the best month of the year, but not so much is expected of it this year.

Syrup and Molasses.

Glucose remains unchanged since the last reported advance. Compound syrup is very dull and will be for some weeks to come. Prices on that and on sugar syrup and molasses are all unchanged.

Fish.

Mackerel continues very high and comparatively scarce. Shore mackerel have made no change since the last report. The supply appears to be fair, but on account of the scarcity of other mackerel the market in a jobbing way is around $23 per barrel, and in Gloucester is about $1 above that. Summer Irish mackerel are available at prices around $18 a barrel. This is at least $7 above normal. There is practically no old Norway mackerel about except a few 1s and 2s. It is expected that we will get about 15,000 barrels of new Norway mackerel in this country this year. This is probably about one-third of what might come over in a normal year. New fish is now being offered from the other side at prices which are almost prohibitive. Cod, hake and haddock are unchanged at the recently quoted prices. Every buyer who bought new Alaska salmon subject to approval of the opening price has confirmed at the prices at which the market recently opened. In addition to that, the sockeye situation is very firm. The opening quotations are $1.40 in a large way f. o. b. coast, which is the highest price for a long while, but even at this price nowhere near enough can be furnished to supply the demand. One reason for this is that the spot Alaska market is in exceedingly good shape, the stock being well cleaned up at very high prices. Domestic sardines show no change. The price is comparatively high on account of scarcity. Imported sardines are about unchanged. New Norwegian sardines are being offered but at prices way above normal, and American buyers are not willing to take hold of them. Some of the advertised brands of Norwegian sardines have gotten so high that they are almost out of the 20-cent seller class. As a matter of fact, the ordinary brands can hardly be sold with any profit to the retailer at 15 cents.

Canned Goods.

Since the last report tomatoes have advanced 5 cents and were quoted at 90 cents in a large way f. o. b. factory. Trade did not respond and the price is now down again 2½ cents. It is a little hard to understand why any advance was justified, as the crop outlook was very fair. Corn shows no change but is still very firm. Deliveries from several sections will be short. There is a demand for a moderate priced pea, which is not easy to get. Some packers have announced that they would not deliver more than 75 per cent. of fancy peas. Altogether both corn and peas are firm and bid fair to rule at high prices throughout the season. Of course all this may be knocked in the head when the pack figures come out. Apples show no change but are firm. Some packers are holding for an advance. California canned goods are unchanged and quiet. Small Eastern staple canned goods are, in most lines, very firm on account of scarcity. This applies particularly to blackberries, cherries and strawberries. Naturally the threatened strike will affect the canned goods market temporarily.

Dried Fruits.

Prunes are a shade firmer from the lowest point reached during the recent decline, but there are still those who predict that the price will have to go lower on account of the expected good sized crop and poor probabilities for export. Nobody is paying any attention to prunes in the East, although the coast operators are reported to be firmer on account of the organization of another growers combination out there. Prices on new raisins, meaning loose Muscatels and seeded brands, were named during the week on a basis of 7½ cents in a large way for fancy seeded. This year's prices are ½ to ¾ of a cent above a year ago. Peaches, apricots, currants and the balance of the list are all unchanged and dull.

Butter.

The butter market is firm but unchanged for the week. There is a fair supply and heavy demand. Considerable butter is still coming out of storage and more will come out if the railroad strike occurs. Already the railroads, in expectation of the strike, have put an embargo on butter coming from Western markets and this is exciting the market to some extent, although there is plenty of butter in storage for a long time.

Eggs.

The egg market is very firm at an advance of 1½ to 2 cents per dozen. The receipts are light and the consumptive demand is heavy. The fresh receipts show no improvement in quality as yet, and withdrawals from storage in August are heavier than for years account of the light receipts a large consumption. The railro strike will affect eggs just about it will affect butter.

Beans and Peas.

No change has occurred in p beans during the week, nor in ma rows. The demand is modera California limas are unchanged rather easy prices. Green a Scotch peas dull at ruling quo tions.

Cheese.

The cheese market is very firm an advance of 1½ cents a pou The advance appears to be gener In the Western markets the pr has advanced 2 cents and in Ca adian markets about 1 cent. T cause is the continuation of the e port demand and the heavy dom tic consumptive demand. T strike will not affect cheese ve much as it can easily be dropp out of the situation.

Provisions.

Smoked meats are firmer a show an advance of ½ cent p pound. This applies to all cuts a is caused by the good consumpti demand and the light supply. C account of the continued high pr of hogs, pure lard has advanced cent. Demand is active. Railroa have also put an embargo upon la and meat products. Compou has advanced ¼ cent in sympat with pure. Cottonseed oil is abo unchanged. Barreled pork is about 50 cents in sympathy wi hogs and is in fair demand. Supp is light. Dried beef is firm and u changed with a good dema Canned meats firm and unchange

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INDIVIDUAL MARKET REPORT

Wheat and Flour.

There is an old proverb, "When y do not know what to do—wait," and t is about the attitude of the flour buy to-day. He has been awaiting patien for a reaction which, under ordina conditions, would be as sure as th night follows day. It is quite reasona to expect a reaction of 10 to 15 ce a bushel after an almost perpendicu rise of 50 cents. But are these or nary circumstances? And can we s that wheat is not worth its prese price?

Prices are always relative. Some s that wheat at $1.50 a bushel is too hi yet at that price it is only 2½ cents pound. Coming across on the ferry t other day we saw a lot of old ro frayed and ragged and put aside to s to the junk man, who cheerfully is pa

g 6 cents a pound for it, because of e shortage in paper stock. Take your ily newspaper and glance over the arket page and see if you can find ıything half so cheap as wheat that is mparable to it in nutritive value.

No—wheat is not high. It looks high hen you compare its present price with at of a few weeks ago, but as a matter : fact it has been too cheap. And ow that the European crops are short, id the crop of North America has suf-:red a calamity, the price of wheat is sponding to the natural laws of supply id demand. The spring wheat crops of anada and our own Northwest are less ian half of last year's production and ie quality woefully poor. Millers say iat it will take an extra bushel to ake a barrel of flour, so not only is iere a quantitative disaster, but a qual-ative one as well.

We are told that the bulk of the heat will test about forty-five pounds) the bushel, so that the flour content iust be greatly reduced. Mr. Snow ays that the spring wheat crop will not xceed 143,000,000 bushels, against 356, 00,000 bushels last year, and authori-es in Canada say that 160,000,000 bush-ls will be their maximum, compared ith 336 million bushels last year. Now, ist for the sake of illustration, let us ssume that harvesting returns prove iese forecasts to be correct and we find his striking comparison:—

That in 1915 the spring wheat crop n the United States at four and a half ushels to the barrel would yield 79,000,-00 barrels of flour, as against 29,000,000 arrels this year. The Canadian crop vould yield only 32,000,000 barrels this ear, compared with 75,000,000 last year. Our winter wheat this year would yield nly 96,000,000 barrels, as against 138,-00,000 last year. In all the above we alculate spring wheat this year at five ushels to the barrel, although some illers say that it will take five and a alf bushels.

Here is the summary:—

Comparison of Flour Equivalent.

	1915 Million bbls.	1916 Million bbls.
J. S. spring wheat crop	79,000,000	29,000,000
Canadian spring wheat crop	75,000,000	32,000,000
J. S. winter wheat crop	138,000,000	96,000,000
	292,000,000	157,000,000

The shortage in wheat is not con-ined to North America, but is world-vide, for the world's production is ,341,000,000, against 4.454,000,000 last ear and is the smallest crop since 908.

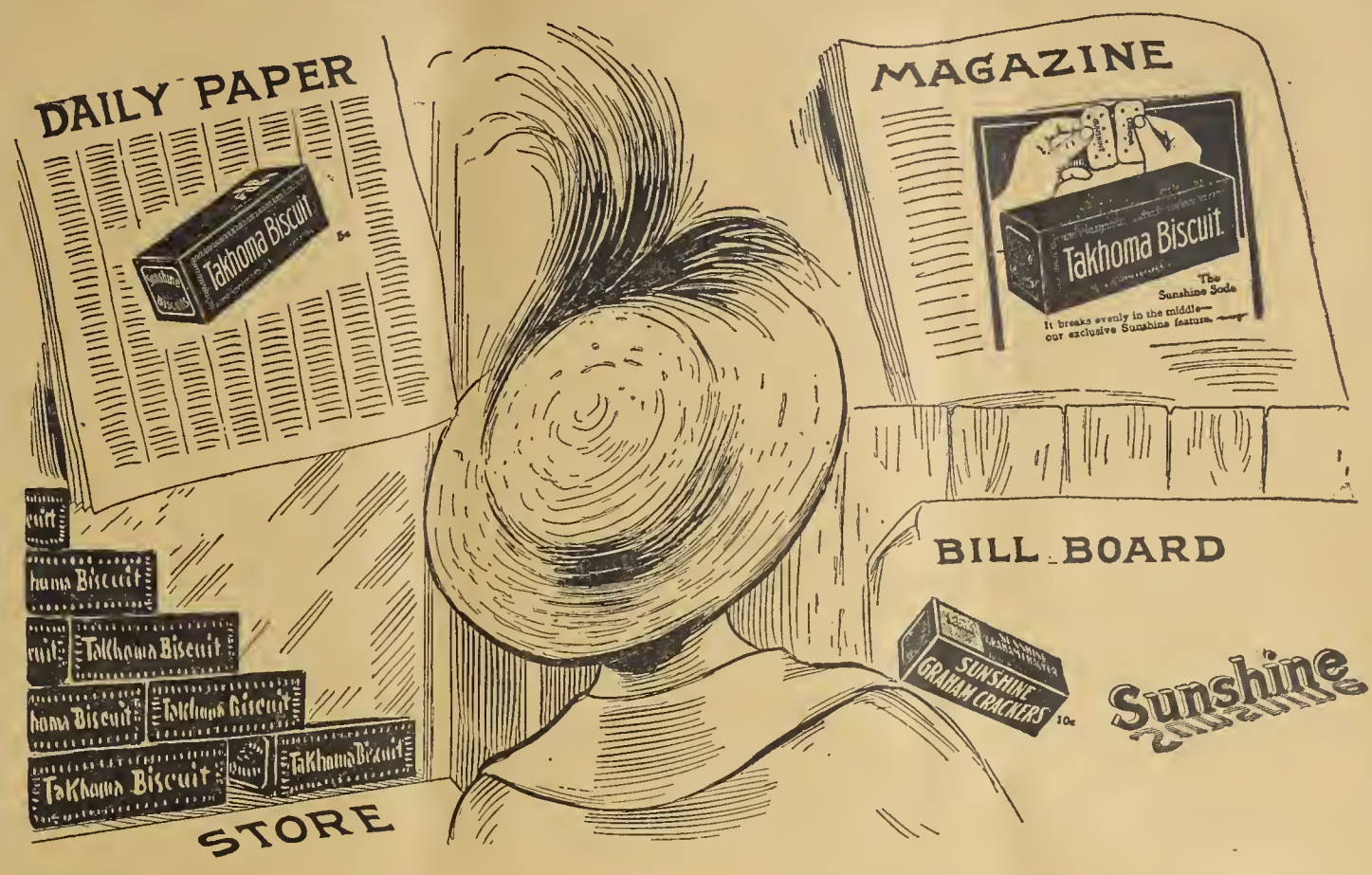
Here is the comparison:—

World's Wheat Crops in Millions of Bushels.

909.....	3,590,000,000	bushels
910.....	3,613,000,000	bushels
911.....	3,576,000,000	bushels
912.....	3,838,000,000	bushels
913.....	4,009,000,000	bushels
914.....	3,759,000,000	bushels
915.....	4,454,000,000	bushels
916.....	3,341,000,000	bushels

The world h-s had seven years of ountiful crops, and it brings to mind he biblical story of Joseph, who fore-saw that the seven years of plenty would be followed by seven years of crop failure.

The outlook for the next year is not promising, for the Canadian and our own Northwest will require 50,000,000 bushels of good wheat for seed and it will be very difficult, if not impossible, to obtain it. Do you realize that im-porting nations require more than 600,000,000 bushels by August 1, 1917, and that they are counting on Argen-tina harvesting a big crop next Decem-ber and on the India crop, which comes next April? The situation is serious. Do not make the mistake of trying to



Wherever Your Customer Looks She Sees Advertising of

Sunshine Biscuits

and no matter what kind of biscuits she likes there's a SUNSHINE Biscuit that will "suit her to a T." Therefore, when customers who have seen our extensive advertising come into your store they ought to see a tasteful display of SUNSHINE Biscuits in a

Sunshine Rack

because that will *increase your sales.* Ask the SUNSHINE salesman to tell you about the SUNSHINE Rack and our other sales plans. We can show you how to build a bigger and more profitable trade by pushing the sale of SUNSHINE Biscuits, and it will be permanent trade because SUNSHINE Biscuits *please everybody.*

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — OUR

WHAT TO TELL CUSTOMERS

"These are SUNSHINE Biscuits, the kind you've seen advertised in the best magazines."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



If you can't buy from the manufacturer, be your own manufacturer

You can make all your own peanut butter with a **Quaker City Mill,** which we will send on thirty days' trial.

Just figure out how much you can save—besides being able to offer your trade absolutely fresh goods.

Even where you can buy from the manufacturer, it will pay you better to be your own.

Write for literature.

The A. W. STRAUB COMPANY

3722-32 Filbert Street

PHILADELPHIA, PA.

measure this year's conditions with last year's yardstick.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

—

Foreign Grocery Specialties.

Just had quotations from our people in France on this season's pack of French peas. Prices are so exorbitant that we could not possibly think of importing them. They also say that mushrooms continue just as scarce as ever and high. They are scarce in this market as well.

As we have reported lately, garlic has been selling in this market below European parity of prices. Consequently, shipments have fallen off very materially, which has stiffened the market to some extent. The demand is still not up to the standard, but it is getting somewhat better.

Since our last report we are sorry to say that we have received news from Europe that the next olive crop does not promise very well. Of course, it is rather too early to judge, but all the same, prices have advanced very materially in Italy and in other primary markets. The demand for pure olive oil continues excellent in all parts of this country, and our cables from Italy also say that the best qualities of edible olive oil, the only grade that we import, are getting very scarce and hard to obtain.

STROHMEYER & ARPE CO.
New York.

—

Imported Fish Specialties.

The salt fish situation continues unchanged since our last report. Business is good in a hand-to-mouth way—nothing startling, of course, during the hot weather, but herrings are selling very nicely and the trade seems to have gotten reconciled to the idea that lower prices are not to be expected in the near future.

Whatever imported sardines we are receiving from Portugal, as well as from Norway, are finding ready sale; prices, of course, are high, but those who want good sardines simply have to pay asking prices. From France we are getting but very small lots, and they cost a lot of money, and they are selling very freely.

STROHMEYER & ARPE CO.
New York.

—

Rice.

The demand for the week, while showing improvement, has been somewhat irregular—buyers taking only as required to cover their special needs. The general trade appear somewhat indifferent for the most part, as the feeling prevails that lower prices may ensue shortly. There is a diversity of opinion as to the course of the market for the time being, at least, as the pessimistic claim a big crop is in sight—ignoring possibilities of storm damage before harvesting—and, therefore, the natural tendency is towards a lower range of values. On the other hand, the planters, through their association, have so far been able to maintain their control and until there is an accumulation of rough, it looks doubtful that any material concession would be allowed below present prevailing prices, which naturally forces a steady market for the cleaned product.

Advices from the South along the Atlantic coast report practically no change over last week. If anything, trade has fallen off somewhat, supposedly on account of delayed cotton crop.

At New Orleans the market for clean continues active, with a good demand. Strictly fancy river rices are very scarce and command a premium. Japans and Blue Rose are nominal, due to light offerings, there being no new crop harvested.

In the Interior, Southwest Louisiana, Texas and Arkansas, harvesting is being delayed by rainy weather, which may have a tendency to hold the market firm.

D. TALMAGE'S SONS CO.
New York and New Orleans.

—

Spices.

The market is quite active. There has been urgent demand for goods during the week and many inquiries are in the market. During the next few weeks we will see an active demand for many articles throughout the list.

Pepper.—The market is more active. Grinding demand is large at present Black peppers are low in price, present import cost considered. There is likely to be a large demand for all grades of pepper during September.

Red peppers are quiet at present and unchanged in price.

Cloves are now reported much firmer in England. The crop in Zanzibar is unquestionably short. We expect to see advances in price this fall.

Pimento (Allspice).—Is very much firmer and has advanced fully ½ to ¾ cent per pound. We hear of violent hurricanes in Jamaica, which have had a tendency to excite the market and raise prices.

Mace.—At present in very good demand. Values, however, are unchanged.

Nutmegs.—Are only in fair demand at present. We look for an increase in demand during the next two or three weeks. Present prices are certainly safe.

Cassias.—Saigon grade quiet and fairly steady. Batavias firmer. China grades unsettled.

Gingers.—Are almost entirely neglected and generally unchanged in price.

Green Ginger Root.—Is in fair demand at generally steady prices.

Tapiocas.—Somewhat firmer. Demand fair, season considered.

Paprikas.—The assortment in stock at present is narrow. Prices are slightly firmer. Hungarian grade continues out of stock.

Seeds, Herbs, Etc.—Caraway is very much firmer. Cummin, coriander and anise all higher. The crops of some grades of mustard seeds are reported short. Celery is higher.

McCORMICK & CO.
Baltimore, Md.

A Unique Attempt to Push a New Brand In in a Minute.

The Very Expensive and Unusual Campaign Which Is Being Waged for Jiffy-Jell and Its Probable Results. Every Jobber in the United States Has Goods Consigned to Him. No Calls Yet.

The Waukesha Pure Food Co., manufacturers of Jiffy-Jell, a new patent gelatine preparation which is being extensively advertised to consumers, has adopted one of the most enormously expensive methods of getting its product in quickly that the trade has ever seen.

The company has consigned to every wholesale grocer in the United States a certain number of cases of Jiffy-Jell. Some got one case, and so on up to five cases. In addition, every retail grocer in the United States has received a four-page letter, telling of the product and the advertising that is being done for it.

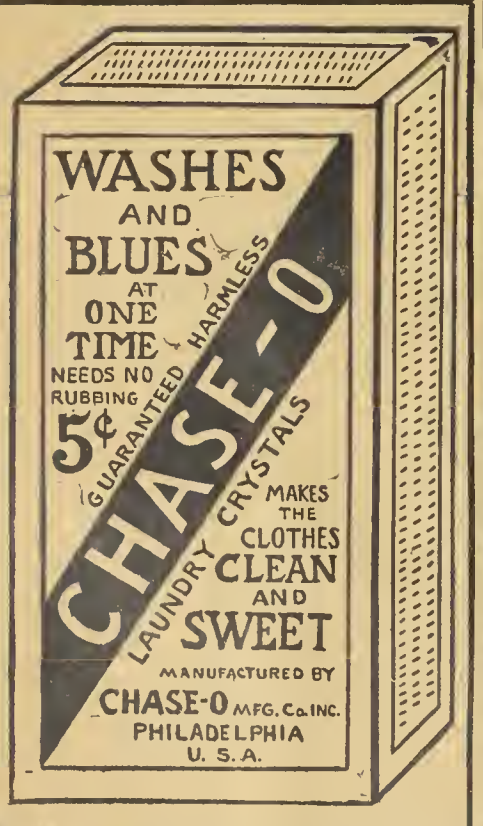
None of the jobbers who have been spoken to about the matter have as yet received any calls for the new product, though the advertising and the circular letters have all been out for several weeks. The trade appear to believe that the brand will have a very hard time to get in on account of its price—15 cents to consumers. All of its competitors, which have the advantage of being in and well established, are 10-cent sellers, and only a few of those are prospering.

The attempt to get in with one stroke, as it were, will be watched by the trade with much interest, particularly as the one stroke must have cost a very large sum.

A New Official Standard for Maple Syrup.

The State of New Hampshire has adopted a standard for maple syrup and all that is sold in or sent from that State must now conform to the following:—

Maple syrup is syrup made by the evaporation of maple sap or by the solution of maple concrete, and contains not less than 35 per cent. of water and weighs not less than eleven pounds to the gallon.



We Are Helping You Sell Chase-O

Every new customer you get on **Chase-O** makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

CRUBRO

PITTSBURGH, PA.

PURE FOODS

You will never know how fast you can sell

Bulk Pickles

until you handle our line of Sweet, Sour, Dill and Fancy Mixed Pickles in our special Pickle Display and Service Jars.

Write for circular.

Good profit for you and satisfaction for your trade in

Crubro Spaghetti

in tins—cooked with tomato sauce—ready to serve.

Cruikshank Bros. Co.

Pittsburgh, Pa.



What Kind of Refrigerator Equipment Have You?

Does it make or lose money for *you*. Your perishable stock is a constant source of loss through spoilage and taint deterioration. It can be made a source of *profit* by means of *proper preservation*. This means that your Refrigerators and display cases must be built on scientific principle of refrigeration. You can save all this loss through spoilage when you install a

McCray Grocers' Refrigerator

Their construction is scientific. It provides for a constant, rapid circulation of pure, cold dry air throughout every compartment of the refrigerator. All impurities, moistures and odors are carried off through a water-sealed drain pipe and trap.

McCray Refrigerators are used and preferred in the best groceries and delicatessen stores throughout the country.

We make a large variety of styles and sizes of grocers refrigerators and display cases, and shall gladly send you our catalog describing our complete line.



Write To-day for Catalog

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and General Storage.*
No. 92—For Residences. *No. 50—For Hotels and Restaurants.*

McCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Aunt Mary and Larkin Again.

You've heard me tell of my Aunt Mary. She lives in a little town of 4,000 people, and she knows everybody in it and calls 'em by their first names. And everybody knows her.

Aunt Mary is all right. She's all wool and pretty near a yard wide.

I ain't going to tell you where the town is. I don't want a big bunch of sight seers running there, blowing their old Ford smoke in Aunt Mary's face.

Well, I stopped there one night last week. I don't get there half often enough, but when I do they kill a couple of fatted calves and go the limit.

You know Aunt Mary worships the Larkin people. I've told you about her and the Larkins before. Been buying of 'em for years. She's been in a Larkin club ever since I can remember and if you say anything against 'em she gets red in the face and won't give you any pie.

All the same I have the time of my life kidding her about it.

"Well, auntie," I said last week, "you and the Larkins still eatin' together?"

"Now don't you begin on that," she said. "You know we always fight on that and that's why you pester me."

"I ain't pestering you at all," I said. "I'm always hoping you'll turn over a new leaf. Are you still buying their stuff?"

"I sure am," she said. "Going to keep on doing it, too."

"What are you getting there now?"

"Oh, you don't want to know," she said, "you're just trying to start a fuss."

"No, honest, Aunt Mary, I ain't," I said, "I feel plumb interested."

At last it come out she was buying a lot of her groceries there.

"I always get my vanilla there now," she said.

"In Heaven's name, why do you have to send to a Buffalo soap house for vanilla!" I said, "you've got three good grocery stores here."

"Because it's better," she said. "I know it's pure, and it tastes better than grocery store vanilla. Spices, too. I suppose you'll have a fit when I tell you I get all my spices there now. Why they're just as different as can be from the spices I get around here."

"How different?"

"Why they look different. The pepper's cleaner. The last pepper I bought in town here was all full of stuff. Everything you get of Larkins is pure—I know it.

"I did buy some prunes there, but I didn't like them as well," she said. "They weren't large enough. So I buy them at home now. You can't say I'm not fair. I'm willing to buy at home if I can get just as good goods."

She went on to tell how these clubs worked. She and some other women put in a dollar a month and ordered that much stuff every week. Anything they wanted. That was on the premium deal. Every month they'd draw lots for who got the premium. There were ten of 'em all told and every woman was sure to get a premium inside of ten months when all of 'em would have paid in $10. After they'd made out their $1 order they could order whatever else they wanted at half the regular price. Get that. There wasn't any premium in the over part of the order, so they sold that at half price.

When I asked her if that didn't show her she was paying for the premium, she got mad.

I didn't say it to Aunt Mary, but I'm going to say it to you—that there's something dead about the grocers of that town when they let the Larkin crowd get away with a thing like that. They've let Larkin train Aunt Mary into thinking that his spices and his vanilla, and a lot of other stuff, is better than can be bought in that town. Now maybe it is, I don't know that, but it ain't any better than could be bought there.

Just think of her sending to Buffalo for *prunes,* because she thought she could get 'em better. She found she was wrong about t but that didn't change her al the other stuff. Holy gee, but they must have been laying d on their job, when they let so body from Buffalo come in ther *mail* and steal a customer from around the corner from 'em!

THE STROLLE

No Such Thing as Fancy Nut

The Federal Government admits porary defeat in its efforts to d grades in food products. A New importer was recently proceeded ag for selling mixed nuts in bags la "Fancy Mixed Nuts." The Govern claimed that the nuts were not f but the court ruled with the imp that there was no legal standard the quality of nuts, and that the "Fancy" was a matter of opinio long as the product was not delete to health. This decision is likely of considerable importance on products.

Weekly Window Display Suggestions



Pickling Time.

This is a good time to make a display of your vinegar and green tr if you handle any. First cover the bottom of the window with green cr paper. Place two strong boxes, one at each side of the window, to the r and place a strong board across on them. Then make a slant of boa from the edge of the long board to the bottom of the window, and place sm strips of wood to hold the vegetables in place. Cabbage, hot peppers, onio cucumbers, cauliflower, etc., may be displayed. Place large mangoes on strips of wood that separate the vegetables and also place a row of th along the bottom. In front place some jars of pickled cucumbers, ch chow, onions, etc., which may be borrowed from a customer. Across the of the window, at the rear, run a piece of muslin, lettered as shown illustration. If convenient, you can sell the vinegar direct from the wind

Experts Expect Drop in Prune Market.

nt to Expected Large Production f 160,000,000 Pounds, Against stimated Home Consumption of 0,000,000 Pounds.

Observers of the prune market m to think that the outlook is ık and that prices ought surely come down. Readers of this ıer know that future prunes have n very high. They did reach 6 ts per pound basis price, f. o. b. st, which is fully twice what ıld be considered a normal price. ey later dropped to around 4¾ ıts, same terms, which is per- ɔs a third higher than the trade ık prices ought to be, consider- conditions. Later they ad- ıced about ¼ cent, where they now, with a premium asked for ge sizes.

The current crop of California ınes is now estimated at around ɔ,000,000 pounds, and the crop of egons at 30,000,000 pounds. This kes a very large production, re- mbering that this country con- nes only 90,000,000 pounds and t the outlook for export is very ɔr.

So far the future sales of prunes ve been almost unprecedentedly all—only about 24,000,000 ınds, about 25 per cent. of nor- l. Here is what an expert on ed fruit conditions says about s phase of it:—

The future sales of prunes, as re- orted early in June, were about ,000 tons and from what we have een able to learn since, from the ther markets and from the coast, robably 3,000 to 4,000 tons addi- ional have been sold since that time. Ve estimate now, and think it rea- onable, that sales to date would be 2,000 tons (24,000,000 pounds).

Foreign selling has been light, ut reliable advices give 1,000 tons t least in foreign sales, making in ll 13,000 tons. This would indi- ate that some short selling, which ıas generally been admitted, though his in itself is not important, ex- ept insofar as the shipping season s near; but on this account it is vorth some thought as a factor on his fall's market.



Your Trade Will Repeat

Mapleine Flavoring

brings back your customers. You can make no mistake. They come back for that genuine "Mapley" Tang. A real American Flavoring used for every purpose.

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.



I Have Sold Them for Years

It is a pleasure for the grocer to sell **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Evaporated Milk** because they are such lively sellers and always prove so satisfactory to the customer. Established reputation for **purity and quality,** together with steady advertising, keep **Borden's Brands of Milk** moving rapidly from the grocer's shelves. You can handle **Borden's Milks** with perfect confidence, knowing that every can in every case will sell and give satisfaction.

There are brands of condensed and evaporated milks which do not give satisfaction because of inferior quality, or they will not keep until sold, owing to unscientific, careless, or unsanitary methods of manufacture, causing many complaints from customers. You can avoid all these complaints by handling only **Borden's Eagle Brand Condensed Milk, Borden's Peerless Brand Evaporated Milk, St. Charles and Silver Cow Brands of Evaporated Milk,** All **Borden's Brands,** whether sweetened or unsweetened, are made from the highest grade raw milk, by the most modern method of manufacture, and are guaranteed **absolutely pure. Push their sale.**

Borden's Condensed Milk Company

"Leaders of Quality"

Established 1857 **NEW YORK**

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.
SECURITY INTEGRITY YOUR OUR

WHAT TO TELL CUSTOMERS

"I would rather have you use BORDEN'S MILKS than any other brand, because I know from experience that they will give you better satisfaction."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



No. 379.—What Recourse Has the Addressee of a Bungled Telegram Against the Company, Where He Makes a Loss Through It?

Here is a legal problem that many will be interested in:—

Pittsburgh, Pa.

Please tell us whether the telegraph company is liable for our loss in this case. We are handlers of the above California products, and we do considerable business with a house in Los Angeles, Cal. We communicate with them more by wire than we do by letter, usually by code. Not long ago the market in a certain Philadelphia product was on the verge of an advance and we wired asking for lowest price on two cars of futures. Back came a code telegram telling of firm and advancing market and advising us to buy at $5.25 per bushel, which price we had told them was being offered by another house. Following the words advising us to buy at $5.25, they had addcd the following code words "we guarancante," meaning "we will not sell at this price." The telegraph company bungled the word, and made it "we guarantee," making us think that they too were willing to sell at $5.25 and were moreover guaranteeing this price against decline. Accordingly we wired out an order for two cars at $5.25. In due course the Los Angeles house advised us of our mistake, but by that time the market had advanced to $5.75. We had lost our chance to buy of the other house at $5.25, because of the telegraph company's mistake, and were compelled to pay $5.75, making a loss of $500 on two cars. Have we any recourse against the telegraph company?

Respectfully,
J. T. & CO.

I believe you have, and while I am discussing this I can say some things which may be interesting about the law of liability in such cases.

Any suit against a telegraph company bristles with complications, because telegraph companies have worked all the ingenuity which was theirs, for years in order to relieve themselves from the consequences of their own negligence. These efforts have caused continual warfare between the companies and their customers, resulting in many court decisions, by no means uniform as between the different States. The courts have held them back all they could, some more than others.

On the back of every telegraph blank will be found the following, or a very close modification of it:

ALL TELEGRAMS TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a telegram should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the unrepeated telegram rate is charged in addition. Unless otherwise indicated on its face, this is an unrepeated telegram and paid for as such, in consideration whereof it is agreed between the sender of the telegram and this Company as follows:—

1. The company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any unrepeated telegram, beyond the amount received for sending the same; nor for mistakes or delays in the transmission or delivery, or for non-delivery of any repeated telegram, beyond fifty times the sum received for sending the same, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure telegrams.

2. In any event the company shall not be liable for damages for any mistakes or delays in the transmission or delivery, or for the non-delivery of this telegram, whether caused by the negligence of its servants or otherwise, beyond the sum of $50, at which amount this telegram is hereby valued, unless a greater value is stated in writing hereon at the time the telegram is offerd to the company for transmission, and an additional sum paid or agreed to be paid based on such value equal to one-tenth of 1 per cent. thereof.

3. The company is hereby made the agent of the sender, without liability, to forward this telegram over the lines of any other company when necessary to reach its destination.

4. Telegrams will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning telegrams until the same are accepted at one of its transmitting offices; and if a telegram is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the telegram is filed with the company for transmission.

7. No employee of the company is authorized to vary the foregoing.

8. The above provisions shall be binding on the addressee of this message as well as the sender.

This goes about as far as human language can to hold the company blameless for its faults, but happily the courts have held that considerable of it was against public policy and invalid.

The case submitted involves four main questions:—

1—As the contract to send this message was between the company and the sender, can the addressee, who had no contract with the company, sue the company for damages for violation of the contract?

2—If the wording on the back of the message is a good contract between the sender and the company, is it binding on the addressee?

3—What is the company's liability for errors in transmitting code messages? Is a code message a cipher message?

4—If the addressee can sue for damages, what damages can he get?

I assume that the sender of this message wrote it out first on the company's message blanks. If he wrote it on plain paper, neither he nor anybody else is bound by the stipulations on the back, even though the company's employee took his memorandum and copied, or attached it, to a blank bearing the stipulations.

Answering No. 1, the addressee can sue, practically in every State in the Union. Different State courts give different reasons for this attitude, but I need not go into them, as they all come to the sa thing.

Answering No. 2, the law is n settled as to whether the address of a message is bound by the stip lations on the back. Obviously shouldn't be, for he never agreed them and did not see them bef the message was sent. Some Sta say that he is bound, others (cluding Pennnsylvania, this cor spondent's State) say he is not, the reasons I have given abo Perhaps the majority opinion is t he is bound.

But the stipulations on the b are not always a good contract e with the sender. Some courts h held these stipulations to be r sonable, but even these courts hold the company responsible wilful misconduct or gross ne gence. Other courts say all s efforts to dodge responsibility against public policy and void wh the company has been guilty even ordinary negligence.

This also applies to the stipu tion confirming the company's bility in damages to the amount p for the message, or to ten ti that, or to $50—making any li tation of damages under full c pensation.

Answering No. 3, a code cipher message means, I take it, combination of words which t telegraph company would be me ingless. In a straight message "Will sell for one hundred dolla it is one thing for the company make the mistake of saying " not" for "will." In a code mess like "orange lemon oscar pr funnel," it is quite another th for the company to make it *tu* instead of funnel, of course c pletely changing the meaning. many States an addressee can collect more than nominal dama when the message was such that agent could not understand it its meaning was not explained. in some other States (a fewer nu ber) the company will still be h responsible. But in all States courts will examine all the fa and will hold the company respon ble even on a code message, wh ever they can. Where the messa is obviously a business message, instance, between a buyer and seller, where prices are named in the company is put on notice, a even where some code words used, many courts will hold company responsible for plain n ligence.

Where a message plainly said arancante" and the company te it *guarantee,* I believe almost court would hold this to be neg-nce, because it was not especially cure. Admittedly telegraph panies should not be held so ctly responsible for translating gs they cannot understand, but e seems no reason why they uld not have understood "guar-nte."

Answering No. 4, the measure of nages, where damages can be ined, is the real direct loss. In case submitted, it would be the erence between the price at ch the addressee could have ght, and the price which he fin- had to pay.

(*Copyright, September, 1916, by Elton J. Buckley.*)

—

Question: M. & Co., Philadel-a, Pa.—Please answer this ques-n in your Legal column. We e a contract with a certain ker for fancy future peas. The tract was entered into several nths ago, before the seed was n planted, and of course before ould be told what the quality of 1916 pack would be. The con-ct does not say anything about peas being fancy "for the cur-t pack," but simply says "fancy." ey have not yet been delivered, we have reason to believe that peas which will be tendered to will not be fancy, but a consid-ble notch under fancy, and that packer will endeavor to plead t they were the best of the year's ck and are therefore fancy. Is s position tenable?

Answer.—I should think not; ways provided you can prove that word "fancy" has an abstract aning. In other words, that it s such a fixed and established aning that you can demonstrate any time what a "fancy" pea is. that is the case, and I understand it it is, my judgment is that the cker could not deliver peas which re the best of the current pack d call them fancy if they were t. If he could do that, the stand-l would change every year, and no standard at all. If some un-vorable growing condition caused the peas packed to be so poor ey were practically seconds, it ould follow that the second of a rmal year would become the ncy of this year. I am sure there nothing to that at all. My under-anding is that a fancy pea means pea with certain characteristics, ear liquor, no split peas, and so i. That being so, the packer who ntracted to deliver "fancy" peas would have to deliver peas conform-ing with those specifications.

—

Question: H. C. D., Philadelphia, Pa.—Please give me your opinion on the following case: About four years ago property next to mine, separated by an alley, was leased to a neighbor for bakery purposes. In rear of same he built a shed entirely of wood which does not allow a proper amount of clear space. It has a felt paper roof, and a flue run-ning through, and connected to frame bay window from bake shop in basement to carry excess heat therefrom.

A building inspector visited my house on business about one year after and volunteered to have same removed if we made complaint, say-ing it had no right there according to law. We did not comply, advis-ing him of our desire to avoid hin-dering our neighbor in his start and not wanting his ill will, although the shed was annoying.

About two months ago the tenant stopped business, and we thought it a good time to have the shed re-moved while the property was vacant, since the man did not take it down himself.

I advised the inspector of my de-sires and he said he could do noth-ing unless we swore to affidavit as to age of shed, etc., and lack of per-mit to build same, together with usual complaint, all of which would probably cost $10.

I visited City Hall and complaint was filed, costing nothing, and when he made report on same to headquarters he reversed his views, saying the shed was all right.

The shed is a menace to my prop-erty as to fire and an eye-sore to the neighborhood, and I would like to have it removed if possible. It looks like graft to me, although I may be mistaken. Any advice you will give me will be gratefully ap-preciated.

Answer.—If the Bureau of Build-ing Inspection has already refused to order the shed removed, nothing more can be done in that direction. I should not rest with the simple statement of the district inspector, however, who as you say has re-versed himself. I should go to the City Hall and lay the matter before the Chief of the Bureau.

It would also be a good idea to have an inspector from the Board of Fire Underwriters call and see the shed. This will cost you, I think, about $1.50. If it is a men-ace on account of fire you can have it removed, although not merely because of its appearance.

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to en-sure an answer in the Monday's issue following. The signature and address of the writer must accompany all in-quiries, and will be published un-less there is a request not to do so. All inquiries received will be answered without charge. Address all communi-cations to Legal Editor "Modern Mer-chant and Grocery World."

Secure the Customer's Confidence

NEVER recommend an article which does not stand up and meet every claim you make for it.

An article may appear very attractive the first time because of cheap price, but no customer ever developed an enthusiasm for such an article which reacted favorably upon the dealer who sold it. Good merchandise, fair prices and no overstatements will soon build up for any dealer a confidence in his honesty and his goods that compels growth.

Any grocer can recommend, without fear of overpraise, any product of National Biscuit Company. We use only the best of materials, employ the most up-to-date methods and exercise the greatest care in the making of every article we bake. The N. B. C. reputation is proof of the confidence the public places in our goods.

Uneeda Biscuit, Graham Crackers, Zu Zu Ginger Snaps, Nabisco, etc., will help you to create public confidence in your store.

NATIONAL BISCUIT COMPANY

Week's Dry Goods Report.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale shipments of dry goods for the current week show a good increase over the same period of last year.

The total volume of road sales is continuing to run ahead of the corresponding week of 1915.

Notwithstanding the splendid future business which has been booked, wholesalers are gratified at the very heavy volume of house sales which have been made throughout the market season.

Collections for the week have been above normal.

The market on domestic cotton goods is strong, with an upward tendency.

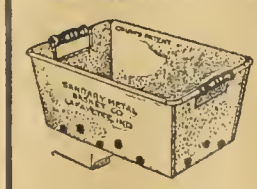
Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio



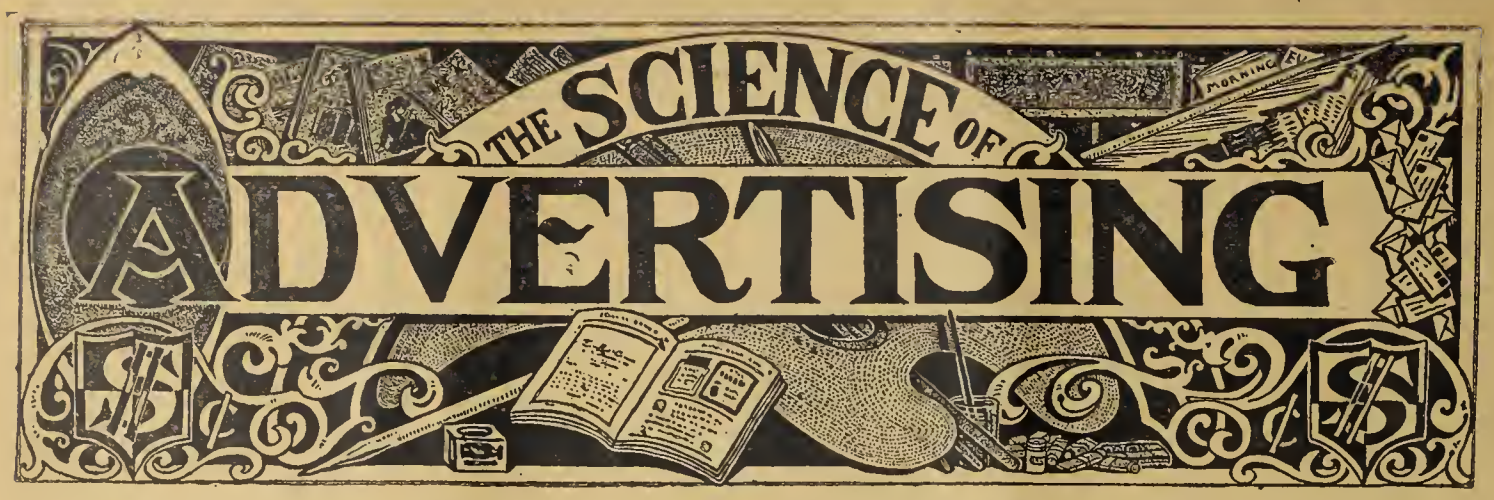
Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.



I have another mimeographed letter for criticism this week. It is from W. L. Burd & Co., general merchants at Swengel, Pa. Judging from the circulars that come in here, retail advertisers are coming to use the mimeograph to print their advertising more and more. I have discussed this several times. The point is two-fold: 1, cheapness, although cheapness alone is not usually much of a recommendation for advertising methods; 2, increased effectiveness, for the reason that advertising can be produced which has much of the appearance of a typewritten and therefore personal communication. An enormous lot of sloppy trash is issued, however, under the name of mimeographed advertising. Years ago I used to operate a mimeograph myself, and I know by experience how easy it is to do smudgy work. Some mimeograph advertising has some to this desk which I should have been ashamed to send out. Don't use a mimeograph at all unless you are willing to take the necessary pains to be clean.

* * *

The Burd circular, which I am reproducing below, in reduced form, originally measured 9 x 12 inches:

WE BUY
HAY & STRAW
GRAINS & SEEDS
POTATOES & APPLES
SMOKED MEAT & LARD
BUTTER AND EGGS
DRIED FRUITS
OLD RUBBER
& METALS
FOR CASH OR TRADE

WHETHER YOU WANT TO BUY OR SELL SEE US
A SQUARE DEAL TO ALL

W. L. BURD & CO.,

CASH DEALERS IN
GENERAL MERCHANDISE

MORE GOODS FOR SAME MONEY
SAME GOODS FOR LESS MONEY

WE SELL
COAL & CEMENT
CRUSHED LIMESTONE
FENCINGS PITTSBURG PERFECT
IRON PUMPS MYERS
PLOWS WIARD OLIVER SYRACUSE
ROOFINGS GAL. IRON & FELT
FLOUR & FEEDS

~~A WEEK OF SPECIALS~~ From JULY 10th to 15th.

Swengel, Pa., July 10, 1916. ..... 191..

Dear Customer:-

We were unable to get a circular letter out last week. So we have arranged for a week of specials this week. SALE BEGINS MONDAY MORNING AND ENDS SATURDAY NIGHT. We also offer you some inviting specials for SATURDAY JULY 15th. No goods sold before or after dates of sale. It will pay you to look this over.

EXTRA HEAVY RETINNED DISH PANS ---------- 16¢
Large size— wide flare top— seamless throughout-- handles made extra strong by riveting and sodering. Its bound to wear.

THREE 12¢ VALUES IN DRESS GINGHAMS ---------- 8¢yd.
U R no doubt aware of the dye situation as well as the cotton. It will pay you big interest to buy now even if you do not need it for some time to come. Sample of one pattern enclosed.

9¢ GRADE UNBLEACHED MUSLIN THIS WEEK ---------- 7¢yd.
Although we have a very large supply of this muslin, we would advise you to buy what you need early in the week as we are unable to get any more of it at the price. Sample enclosed.

FREED BROS. HEAVY WORK SHOES ---------- $ 2.39
Worth their weight in gold. Made with extra heavy tap sole. The kind many of you bought yrs. ago. Shoes have advanced from 40 to 75¢ a pair in the last to weeks. A Cracker Jack. Drop in and see it.

NEVER FAIL FLOUR - 49# sacks -- this week ---------- $ 1.22
It needs no recommendation You all know what it is.

FISH yes FISH and good ones two LAKE CISCOES 63¢ 10# WHITE 53¢

FRUIT---------- LEMONS ORANGES BANANAS ---------- We have them.

SPECIALS FOR SATURDAY 15th.

SHREDDED COCOANUT	½ 13¢	WITH A PURCHASE OF $1. OR OVER WE WILL GIVE YOU YOUR PICK OF THE FOLLOWING ITEMS AT THE PRICE NAMED. OR WITH A $5. PURCHASE OR OVER WE WILL GIVE YOU ALL 3.	
D-Z LIQUID SHOE DRESSING	5¢		
LIXALL PASTE POLISH(not dried)	2 4 5¢		
COLBURNS GROUND CLOVES 10¢ box	5¢		
CLEAN EASY SOAP 4 to each	2 for 5¢	2# (15¢ GRADE) COFFEE	17¢
LARGE SQUARE SODA CRACKER	8¢ #	10# FRANKLINS SUGAR G.	70¢
		1 PACK MOTHERS OATS	1¢
BOLD MEDAL SAFETY MATCHES	12 for 5¢		

Very truly yours, W. L. Burd & Co.

IF OUR GOODS PLEASES YOU, TELL OTHERS. IF NOT, TELL US.

This is first-class advertising and I feel sure that it got results. It rather petered out toward the end, however, and got down to the simple mention of the goods, which I always hate to see, because it is seldom or never good advertising. If I were Burd & Co. I should put less matter on a sheet, and then it would not be necessary to give inadequate attention to anything. I feel absolutely confident that the sort of advertising embodied in the first six paragraphs on this sheet will pay handsome dividends. Reasons! Reasons! Reasons! The better the reason you give people for buying, the better the advertising. This seems simple and easily understood, but almost all the advertising that fails, fails because it is not followed, in my judgment.

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NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organization Notes.

The Minersville Association will be the host to the merchants of Schuylkill County on September 7th. The event will be a combination convention and an interesting programme has been prepared. The speakers include Mr. Albert Kain, president of the Philadelphia Retail Grocers' Association, who will address the convention on the subject, "The Retailer's Opportunity," and Mr. William Smedley, who will talk on "Co-operation." The convention will be called to order at 1.30 P. M. It is expected that there will be a large attendance and a cordial invitation is extended to all business men to attend.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Sell Canned Goods?—Yes, sir, and this is the very time to push them. Have you noticed how the big city stores are advertising them? Do you know why? It's to make room for futures. It's to clean up old stock. Peas, especially, need pushing, so does your California fruit. A man went out the other morning and sold five cases in a retail way extra fancy peaches. The store was "long" on this grade.

You know, along in the fall, when people begin to buy this kind of stuff, the question is nearly always asked, "Is this new fruit?" or, "Are these new tomatoes or peas?" and it's mighty fine to be able, truthfully, to say, "Positively they are." So the more effort you put into your clean-up line now, the more "push" you can put into your sale later.

* * *

That suggests the word "truthfulness" in selling. When your word becomes absolutely reliable you have done a big piece of constructive work for your firm.

To illustrate—a customer approached the clerk and asked this question, "Did this cream come in to-day?" He answered, "No, ma'am, it is yesterday, but I guarantee it sweet." She bought the cream, but not without complimenting the management on the "unusual candor" of his employee.

It is just such little things as that help, more than anything else here, to build a successful business. In word and deed we must deal always absolutely on the level with the public. Your profit is the smallest part, to be sure. The principle must be established and encouraged and sustained at the fountain head, but unless you work in conjunction *with* the fountain head, any principle, any ideal, will surely fall flat.

* * *

Paper.—Once again we want to refer to the importance of being careful with your paper and bags. Paper is higher in price than it has ever been in your time or ours, and by practicing economy in the handling of this article you can surely save your firm money.

* * *

Mayonnaise.—While eating lunch the other day the writer overheard

g lady call for two chicken sand-
es, and this is what she added,
ase don't use butter, use mayon-
." It was well worth remembering,
use the cue has been to put to good
and it is passed along to you in
aight Talks."

ie point is this:—In selling potted
of any kind for sandwiches, may-
ise should be suggested. It is much
than prepared mustard for the
g folks' delicate tidbit, because it
s an added flavor that is pleasing.
e all sell a good deal of sandwich
rial winter and summer, and it is
up to us to introduce our favorite
onnaise, for it's only a 10-cent
e. By doing this you will find your
s increasing. Being something of an
vation, the idea will travel fast.
s do a lot of good advertising un-
ciously.

banon (Pa.) Business Men's Association Opposes Stephens Bill.

opts Resolutions Declaring That roposed Measure, Giving Manu-acturers Right to Fix Resale Price, Would Impair Competition.

The Business Men's Association Lebanon, Pa., has adopted a reso-ion opposing the passage of the ephens bill, which would give nufacturers of trade-marked rchandise the right to fix the olesale and retail selling price. e Lebanon organization says it uld destroy competition.

Here is the resolution:—

Resolved, That we, the under-igned, believing that the measure ntroduced in the House of Rep-esentatives, known as the Stephens Bill, and a similar measure intro-luced in the Senate known as the Ashurst Bill, each providing for price maintenance, are contrary to he interests of the greatest number of the consuming public, retail mer-chants and the manufacturers, herefore we submit this brief in opposition to their enactment into aw.

We further believe that these measures are unconstitutional, and are contrary to decisions both State and national based on property rights of purchasers or owners of personal property to dispose of their property at will.

We are further of the opinion that these bills would destroy com-petition and obstruct channels of trade; and that they would increase the cost of living by giving to the manufacturers, who seek it, legally the right to determine the price of commodities to the manufacturer's benefit. Furthermore, that these bills would take from the retail merchant his long-established right to act as intermediary between the manufacturer and the public, par-ticularly in the matter of prices for necessaries of life.

Wherefore, we should like to go on record as opposed to the passage of the Stephens-Ashurst Bill.

Copies of the resolution will be ent to Pennsylvania Senators and embers of Congress.



Franklin Carton Sugar Is Ready to Hand Out to Customers

When you have slit the top of a CONTAINER of FRANKLIN CARTON SUGAR with your pocketknife (and that's easier than taking the head off a barrel), the CARTONS are ready to hand out to the customers with no more work than if they were cans of tomatoes.

FRANKLIN CARTON SUGAR saves you all the work of putting sugar in bags, saves the cost of the bags, the cost of twine, saves time, prevents loss by overweight. The CARTON is a neat, tight, strong package that will not burst like a paper bag and let the sugar out. It keeps the sugar clean and dry and your customers will appreciate those features. FRANKLIN CARTON SUGAR pays you a profit because it costs you nothing to handle; bulk sugar does not pay you any profit because of the cost of handling. You can make a profit instead of a loss on all your sugar trade by handling FRANKLIN CARTON SUGAR as we pack all fast selling grades in the FRANKLIN CARTON, including FRANKLIN GRANULATED, FRANKLIN CUBE, FRANKLIN DESSERT & TABLE, FRANKLIN XXXX CONFECTIONERS' and FRANKLIN POWDERED.

You can buy FRANKLIN CARTON SUGAR in the original CONTAINERS of 24, 48, 60 and 120 pounds

The Franklin Sugar Refining Company
PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar.

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"We know you'll like **Franklin Carton Sugar** because it's cleaner and better quality than other sugars, and the **Carton** keeps it clean and dry as well as being a handy package for your cupboard."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.
JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.
S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.
ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.
C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.
L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.
HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 137.

We have a 200 account Perfection Account Register in good shape; cost $45, will sell for $15. A five-station cash carrier used in grocery; will sell for $25. LEE & COPELAND,
1146-48 Water St., Meadville, Pa.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen; 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.
P. L. CLASE, SON & Co.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.
EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washi Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bi six compartment, approximate measu ments, 20 x 37 x 48; cost new $20 ea at $5 each.

Two Loose-Wiles Biscuit and Coo Racks, 20-can capacity; cost $5 each, $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y

Important Notice to those Advertis in the Exchange Department.

If the goods advertised do not mo after four weeks, will the owner kin notify us, so that the offer may be d continued? We desire to keep the partment as clean and fresh as possib and if goods don't move in four wee they will probably not move at all.

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.



What's Your Shelf Room Worth?

This photograph isn't big enough to show you the real advantage this store has gained by using **Baines' Brackets.** You can see the neat, compact effect, but you can't see the saving in shelf room, which is the main point.

This store, whose picture appears above, actually and literally has one-fourth more goods on its shelves than it had before. Why? Because **Baines' Brackets** support the shelves without uprights. The shelves are clear for goods from end to end.

The **Brackets** are much cheaper than 25 per cent. of your shelf room.

PIQUA BRACKET COMPANY
PIQUA, OHIO

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern erchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in stage to pay for remailing the same. The price of each insertion is two cents per word in advance.

SALESMAN WANTED

ALESMAN WANTED.—To sell complete line of roasted coffees in 25, 50 nd 100-pound bags to grocery stores as de line. Liberal commission. Write or full particulars. Address K. C., are Grocery World Publication Co., 927 rch St., Philadelphia. 10

HELP WANTED

VANTED.—Grocers' tea and coffee alesman to handle my line of store xtures on commission. H. F. Heacock, 1 N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

FOR SALE.—Best of all, general store nd huckster route in the heart of Lyens Valley, three and a half miles east f Millersburg, Pa. New buildings and tock and the only store in this place. Amount of stock, $4,500; can turn tock four times a year. Will sell stock nd buildings at a reasonable price. Large school and three churches at this lace. Reason for selling, on account f sickness. Address J. W. Strawser, Killinger, Pa. 12

FOR SALE.—General store in Lebnon, Pa.; partner is leaving the city eason for selling. Will sell at invenory stock and fixtures complete, about 2,500. A good investment for a good arty. Investigation will prove the business a good one. Act quick. Address C. W. Rettew, Fifth and Locust streets, Lebanon, Pa. 11

FOR SALE—Prosperous store of general merchandise and fixtures, invoice between $6,000 and $7,000; will sell at inventory. Clean stock, good location, one block from railroad; good farming section. For particulars address Mell, Richland, Pa. 10

FOR SALE.—A first-class grocery and general merchandise store in town of 800 population. Close to depot and trolley. The stock at inventory. Properties in first-class condition; been under one name for 48 years; reason for selling, to close an estate. Only those meaning business need to apply. Will meet buyers by apppointment. Address A. H. Trumbauer, Coopersburg, Pa. 11

FOR SALE.—General country store property and stock about $7,500, doing a business of $25,000 per year on stock of less than $4,000, with two men and light helper. A rare chance; in rural district; convenient to churches, schools, railroad, etc. No huckster routes; no books. Can be increased $5,000 without much effort. Buildings new. Address "M. K.," care "Modern Merchant and Grocery World." 11

FOR SALE.—Complete store stock, buildings and farm of 20 acres of the most fertile land, suitable for truck farm, situated in the heart of Lykens Valley, on State highway, 7 miles east of Millersburg, Pa.; close to school and church. Will sell store stock at inventory, amounting to from $4,000 to $4,500; good buildings, brick house, large enough for two families. Will sell at a reasonable price. No old stock or bad accounts. For further particulars address Mrs. H. A. Romberger, Curtin, Pa. 11

FOR SALE.—Stock and fixtures and lease of old-established general merchandise store, fifteen miles from Philadelphia. Cash business $22,000 last year. Address A. M., care Grocery World Publication Co., 927 Arch St., Philadelphia. 12

WANTED

WANTED.—Would like to buy a ribbon case that will hold about 250 bolts. Can you locate one for us? Goods delivered f. o. b. our station. Address P. L. Glase, Son & Co., Oley, Pa. 11

WANTED.—A paper baler; must be cheap and in fair condition. Let me hear what you have to offer. Address S. A. Boyd, Kingston, Pa. 11

MISCELLANEOUS

FOR SALE.—Hand picked apples, summer and fall varieties. Well filled cloth top barrels containing about 3 bushels for $2.25 per barrel. Cash or A-1 reference. Address W. B. Zullinger, Mt. Holly Springs, Pa. 11

Dayton Moneyweight Scales

S. M. TEMPLETON

1313 Arch Street, Philadelphia, Pa.

District Sales Manager

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, SEPTEMBER 4, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradisb	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fisb	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	1
Tapioca	1
Tea	
Tobacco—Plug	2
Toilet Soaps	2
Vinegar	2
Wood and Willow Ware	2
Yeast Cakes	2

ADVANCES.

Potted and Deviled Meats, Curtice's	
Boned Meats, Curtice's	
Cheese	1
Eggs	1
Farinaceous Goods	1
Provisions	2
Corn Starch, Piel Bros.	2
Laundry Starch, Piel Bros.	2

DECLINES.

Flour	1
Fresh Fish	1

—1—

SUGAR.

	Barrels.
Cut Loaf	8.30
Eagle Tablets	9.15
Crystal Dominoes, 24 5-lb. pkgs	10.15
" 60 2-lb. pkgs	10.15
Patent Cubes	7.65
Confectioners' Lozenge	7.30
Powdered	7.25
Fruit Powdered	7.15
Dessert and Table, 2-lb. cartons, 48 lbs.	7.45
Granulated, fine or standard, McCahan	7.15
" " Franklin	7.20
" extra fine, bbls	7.15
" " 2-lb. bags	7.55
" " 5-lb. bags	7.55
" " 10-lb. bags	7.45
" " 25-lb. bags	7.35
" " 100-lb. bags	7.15
" coarse	7.30
Confectioners' Crystal A	7.15
A Confectioners'	7.05
A No. 1	7.00
A No. 2	6.95
Franklin B	6.80
Extra C	6.55
C	6.40

TEA.

	Per lb.
Formosa—	
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz.	.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.	.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin	1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin	2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.	.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.	.90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz.	2.40
" " Dime, 3 doz.	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz.	2 15
" 6 oz., 4 doz.	4 25
" 6 oz., 6 doz.	6.20
" 6 oz., 12 doz., per bbl.	12.25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz.	.90
½-lb. cans, 2 doz.	1.25
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz.	12.00
Royal—	
10c. size, 4 doz.	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans ree	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz., per case	3.60
Sea Gull, 6-oz. tins, 4 doz.	.45
Parrot and Monkey, 4 doz.	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins, per box	
Tomson-Hummels, tin, ½ gross, per gross	2.60
" imp., ½ gross "	2.15
Floto's, improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz.	2.60
" " No. 2, 3 doz.	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl. per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per lb
Creamery specials	.36
" extra, 60-lb. tubs	.35
" first, "	.34
" second, "	.33
" tbird, "	.32
" dairy, extra, bakers' use, 30-60 lbs.	.28-.31
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.37
Print Butter—	
Prize	.32
Gurnse, lbs. and ½ lbs.	.40
Awltru	.38
Honebe	.36
Star or S. D., 1 lb., 20-50 lb. bozes	.40
B. B., E. D., 20-50 lb. boxes	.39
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.37
Sheaf ("400"), Elgin, 20-50 lb. boxes	.36
Sheaf	.34
White Rock	.40

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs.	.10¼
" 16s, 30 lbs.	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07⅝
Searchlight, hotel, 16s, 30 lbs.	.06½
Peerless, hotel, 16s, 30 lbs.	.09½
Bright Light, 16s, 30 sets to box, per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.60
Quarts	5.25
Pints	4 90
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz. per doz.	.17

CATSUP.

Snlder's—	Per doz.
16 oz., 2 doz.	2.05
8 oz., 2 doz.	1.25
Ritter's—	
Tomato. ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz.	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.85
Medium, 25 bottles	4.40
Large, 12 bottles	3.50

—5—

CANNED GOODS.

ked Beans—	
Ritter's	1.00
B. & M., No. 2	1.20
Campbell's, 16 oz., tomato sauce or Boston style per case	.....
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.45
Vitcory, No. 1	.....
matoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
na Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
ing Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
d Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
rn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.85
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.....
as—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.85
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.85
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
ets—	
Standard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ccotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
sparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
mpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
inach—	
Standard, Maryland, No. 3	1.05
ur Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

pricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.75
artlett Pears—	
Extra, No. 3	.....
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
hite Cherries—	
Extra, No. 3	.....
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
eaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
eaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
eaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	.....
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Tahle, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.25
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, Nn. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, Nn. 1, 4 doz	.95
Gold Lahel, Nn. 1, 4 doz	1.00
Lohster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lh., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lh., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lh. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	23.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	16.00
" ¼s, tomato sauce, 100	15.00
" ½s, ollve oil, 50	13.25
" ½s, tomato sauce, 5n	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, ollve oil, 100	11.00
"Herringlets," ollve oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	16.00
Nansen hrand, ¼	14.00
Portugese—	
Marie Elizaheth, ¼, plain	14.00
" ¼, honeless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner hrand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¾s, 50	3.80
Gold Label, ¾s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¾s, 50	4.50
Pickert's, Crown hrand, ¾s, 48	4.00
" Columhias, ¾s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per dnz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" Nn. 2, 1 or 2 dnz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" Nn. 2, key, 1 doz.	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.50
" No. 1, 2 doz.	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Lihhy's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
Nn. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2 65
Swift's—	
Premium, Nn. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Lihhy's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
Nn. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libhy's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" Nn. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Lihhy's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Lihhy's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

Nn. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Lihhy's—	
No. ¼, 2 doz	1.62½
R. & R., Nn. ¼, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.55
" No. 1	6.25
Turkey, No. ½	3.55
" No. 1	6.25
Whnle Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dnzen in case, except Whole Rolled Ox Tongue and Boneless Ham, whlch are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetahle, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order hy numher.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetahle per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lh
Wilhur's Cocoa—	
¼-lh. tins, 6-lb. hoxes	.33
½-lh. tins, 6-lh. hoxes	.32
1-lb. tins, 6-lh hoxes	.31
Wilhur's Premium Chocolate—	
¼ lb., 6-lh. hoxes	.34
½ lb., 12-lh. hoxes	.33
Wilhur's Sweet Clover Chocolate—	Per hox
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capltol, sweet, ⅛s, 6 lb per lh.	.21
Walter Baker & Co.'s—	Per lh
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lhs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lh., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lh., ⅙-lb., 6 lhs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lhs	.36
W. H. Baker's—	
Best Cocoa, ½-lh. slze	.35½
" ⅛-lh. slze	.35½
Premium Chocolate, ½s, 12 lhs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per hox
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lh. hxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lh. slze, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand hrand, ¼-lh. tins, 2 doz	1.88
" ½-lh. tins, 2 doz	3.50
" 1-lh. tins, 1 doz	6.50
" 5-lh. tins, 1 doz. per lb.	.52
" 10-lh. hags, 100-lh. case "	.50
Daalder's hrand, ⅛-lh. tins, 12-lh. box "	.40
" ½-lb. tins, 12-lh. hox "	.39
" 1-lb. tins, 12-lh. hox "	.38
" 2-lh. tins, 12-lb. box "	.37
" 5-lh. tins, 60-lb. hox "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lh. hoxes	.39
Labelled Cocoa, ½s, 6 and 12-lh. hoxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lh. hoxes	.33
" " ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Rihhon Sweet, ¼-lb. cakes, 6 and 12-lh. hoxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lh.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lh. boxes, 6 hoxes in case, ½-lh. pkgs	.35
Vanilla Sweet Chocolate, 6-lh. boxes, 12 boxes in case, ½-lh. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 hnxes in case, ¼-lh. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in hox per box	1.60
Cocoa, 6-lh. hoxes, 12 hoxes in case, ⅛-lh. tins	.38
Cocoa, 12-lh. hoxes, 6 hoxes in case, ½-lh. tins	.37
Cocoa, 6-lh. hoxes, 12 hoxes in case, ¼-lh. tins	.37
Cocoa, 12-lh. hoxes, 6 boxes in case, ⅛-lb. tius	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in hox, per hox	1.65
Nut Milk Chocolate, 24 5c. pkgs. in hox, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in hox per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanllla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tln

Cocoa, 12-lb. boxes, 1-lb. tlns	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.

No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb.

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4.00
Stock No. 21, Waldorf Roll Tollet, 650 sheets, 4½x5, 100 rolls	4.50
Scott Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scott Tissue Roll Towels, standard size 11x15, 150 to roll, 25 rolls	7.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1.32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.79½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter, Parchment— Per pkg.

9x12, 1000 sheets	1.18

Tollet— Per case

Extra quality, 100 roils	7.25
Good " 200 "	

Butter, Wax— Per pkg

9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1 54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

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	Per lb.
No. 2, Manilla, light weight—	
12 ln. rolls	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛
Silk Fibre, No. 1—	
9 ln. rolls	.05¾
12 "	.05¾
15 "	.05¾
18 "	.05¾
20 "	.05¾
24 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 8 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.10
" " small, 6 doz	3.10
" " family size	3.75
Silver Cow, small, 6 doz	3.10
St. Charles, small, 6 doz	3.10
" tall	4.10
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz	3.10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Water	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tln pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon.	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Pails
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

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Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. palls	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf, less		
Sap Sago, 3 to lb	cask, per lb.	
" " less than cask,	"	
Roquefort	12 in case,	"
" less than case,	"	
Parmesan, about 30 lbs	loaf,	"
" less than loaf,	"	
Edam, 12 in case	case	
"	single	
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium,	"	
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	
" " less than loaf		
" square loaves, No. 1, about 25 lbs. each	per lb.	.23
Limburger, No. 2	box and ⅛ box	.19
" " less than ½ box		.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.24
Pineapple, picnic size, 6 ln box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Minlature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalla Ham, marked weight	per lb.	
Welner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight,	per lb.	
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.29	.30
" (Diamond S.)	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami (Circle S.)	.29	
" (Diamond S.)	.28	
" (G. A. P.)		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.20
Lachs Ham	"	.43
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. palls	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. palls	per pail .75
" 10-lb. palls	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		14.50
Milkers, " bbls		
" " ½ bbls		

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Marinirte Herring, imported, about 40 in pail		2.75
Roll Herring, imported, about 25 in pail		
Spiced Herring, imported, about 40 in pail		
Norway Stockfish, dry	per lb.	.22
Matjes Herring	piece	

Bismarck Herring.

Round tins, with key, pint	per doz.	2.65
" " quart	per tin	.42
" " 2 quarts		.75
" " 4 quarts		1.25
Roll Mops, 4-quart tln		1.30
" 2-quart tin		.75
" quart tin		
Kruger's Roll and Brat Haring, oval tins, doz.		

Russian Sardines.

Imported, Wallkoff brand	per keg	
" 5-lb. pails	per pail	
" 10-lb. pails	"	
Cut Spiced, 10-lb. palls	"	
" 5-gal. keg	per keg	
Russian, in glass jars	per doz.	

Norway Anchovies.

Fancy, keg		
" ½ keg		
" ¼ keg		
" ⅛ keg	per doz.	3.60
Original package	per ½ bbl.	
Repacked, 5-lb. palls	per pail	
" 10-lb. pails	"	
" 5-gal. kegs	per keg	
" ½-lb. flat tins	per doz.	
" ½-lb. tall tins	"	
" 1-lb. tall tins	"	2.10

Salt Sardellen.

Original packages, 1902	per anker	
Repacked, kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	5.25
" large tumblers	"	
" small tumblers	"	2.00

Russian Caviar.

1-lb. tins	per doz.	
½-lb. tins	"	
¼-lb. tins	"	
⅛-lb. tins	"	

German Dill Pickles—Regular Size

60-gal. casks, about 2000	per cask	
50-gal. bbls., about 1200	per bbl.	12.00
15-gal. kegs, about 500	per 100	
10-gal. kegs, about 300	"	
5-gal. kegs, about 150	"	
10-lb. pails, about 50	per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	
48-gal. bbls	per bbl.	5 50
10-gal. kegs	per keg.	2.00
5-gal. kegs	"	1.15
10-lb. pails	per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	
Spitzkugein	"	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle	
Basler Lebkuchen, No. 1, 6 in pkg.,	"	
" No. 2, 6 in pkg.,	"	
" No. 3, 6 in pkg.,	"	
Amandines, 9-lb. tins	per tin	
" small tins	"	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg		2.50
" " 10-gal. keg		4.50

Sundries.

German Egg Potatoes, bags 110 lbs	per bag	
Green Kern	per lb.	.35
Potato Flour	"	.09½
German Dried Pears	"	
Dried Mushrooms	"	
Juniper Berries	"	.08
St. John's Bread	"	
Bay Leaves	"	.08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.13
½ bbls., about 180 lbs	.13½
Tubs, about 65 lbs	.13½

CHEESE.

New York, full cream, fancy, old, 40 lbs		
" " choice, new, 35 lbs		.20
Picnics, full cream, fancy, new, 20 lbs		.20½
Swiss, domestic, about 30-lb. blocks		.27
" " about 70-lb. loaves		
McLaren's, medium, 2 doz	per doz.	1.35
" Club, 2 doz	"	1.00
Red Edam	each	1.65
Philo Cream, 1 doz. 10c. size	per doz.	.95
Elkhorn Pimeuto, 1 doz	"	1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.37
Western, selected	.36
Milhen Farm	.38
Awltru, packed in cartons	.36

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FANCY GROCERIES.

lmond Staple Paste, 5-lb. cans.....per lb.	.33
nchovies, in oil, 6 ring bottle.....per doz.	6.50
" " 3 ring bottle..... ... "	3.25
apers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
anton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
herries in Maraschino, glass, 1 doz.. "	7.00
lam Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
urrie Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
rench Peas, extra fine .....per case	21.00
icCann's Irish Oatmeal—	
2-lb. cans .....per doz.	3.35
5-lb. cans.....per tin	.70
14-lb. cans ..... "	1.65
untley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
Petit Beurre.....	.33
Dinner.....	.42
Breakfast.....	.42
ed Pepper, ring, pints .....per doz.	1.25
" " ½ pints..... "	.60
alt, stone jars, 4 doz.....	1.75
heodore Marquett Mushrooms—	Per case
First choice.....	41.00
Choice, 100 tins.....	39.00
Hotel, 100 tins.....	36.00
uffles—	Per tin
⅛.....	.20
⅛.....	.35
¼.....	.60
½.....	1.25
hrimps, pickled, small size.....	.90
" Dunbar's, 2 doz.....per doz.	2.75
igs in Cordial, Bishop's, 1 doz..... "	6.50
rystalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
ime Juice, Rose's..... "	5.00
ictor Rose Water..... "	2.25
" Peach Water..... "	2.25
itted Olives..... "	5.25
he Franco-American Food Co.—	Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.	1.40

BOUILLON CUBES AND LIQUIDS.

teero Bouillon Cubes—	
Per tin, 100 cubes.....	1.70
" 50 cubes.....	.90
Per doz. tins, 12 cubes each	2.75
meko Clam Bouillon—	
7-oz. bottles, 1 doz.....	2.00
14-oz. bottles, 1 doz.....	3.75
meko Tomato Bouillon—	Per doz.
Pint bottles.....	6.00
Quart bottles	9.00
Gallon jugs.....each	2.75
iebig's Oxo Cubes—	Per doz.
12 4s, 10c. size.....	.85
12 10s, 25c. size.....	2.00
Cans, 100 cubes.. .....per 100	1.65
rmour's Beef, Clam and Chicken Cubes—	
Small boxes, 12 cubes, 1 doz.....	2.50
Medium boxes, 50 cubes .....per tin	.90
Large boxes, 100 cubes..... "	1.70
rmour's Concentrated Bouillon—	
Jars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
rmour's Tomato Bouillon—	
Bottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
Fancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

rmour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
rmour's Fluid Beef Extract—	
Bottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
eresota	8.75
ing Midas	9.00
old Medal	8.85
illbourne	8.55
n Top	8.80
illsbury's Best.....	8.75
emper Idem	7.55
ride of the West.....	7.95
unbeam	7.85
uaker.....	8.55
lue Seal.....	7.85
unny White	8.55
rocker's Best.....	8.55
uluth Imperial.....	8.50

Prepared Flours.

Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	Per case
3 doz. 14-oz.....	1.44
2 doz. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
Uncle Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s.....	1.30
Teco Buckwheat Mixture, 30 10c. cartons.....	2.25
Teco Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.06⅞
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel.....	5.85
Red Kidney, 60 lbs. to bushel	6.05
Peas—	
Green, domestic, bags about 2½ bushel	3.30
Yellow, split, domestic, 1 bushel bags.....	3.40
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.12½
Less quantity	.13

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.32½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.35
" " table, 100 lbs.....	2.32½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags..... .....per bag	2.37½
Grits, 100-lb. bags..... "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.85
No. 3, 100-lb. bags.....	3.85
Oatmeal—	
B, bbls.....per bbl.	6.21
B, 100 lbs.....per keg	3.23
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.07½
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

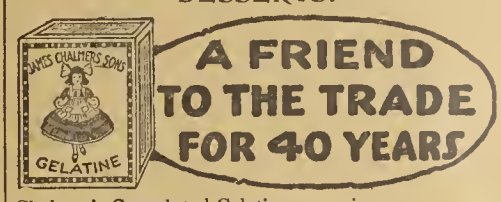
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.95
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, No. 2, white, round, 24s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.65
Saxon Wheat Food, 24s	2.90
Mother's Wheat Hearts, 18s.....	2.10
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.80
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.60
Schumacker XXX Graham, 10 10s-20 5s..	3.70
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large..... .....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex. Shore, No. 3	290-340	26.00	13.60	7.00	1.55
Ex Shore, No. 4	390-440	25.00	13.10	6.75	1.50
Irish, No. 3	350-380	21.00	11.10	5.75	1.30
Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Irish, No. 5	460-500	19.00	10.10	5.25	1.20
Large Cape Shore	100-120	18.00	10.10	5.25	1.20
Med. Cape Shore	160-180	20.00	10.60	5.50	1.25

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ½c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.15
Bass Native	-.08
Salmon, fresh.....	-.17
Eastern Cod	-.14
Croakers	-.07
Large Hake	- 06
Haddock	-.08
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.12
Eels	-.12
Rock Fish.....	-.....
Lobsters.....	-.43
Flounders	-.10
Large White Perch	.....
Sea Bass	-.08
Blue Fish.....	.18 -.23
Porgies.....	-.08
Fresh Mackerel.....	-.18
King Fish	-.10
Weak Fish	.07 -.10
Butter Fish.....	-.07
Tile	-.07

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs.	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, ronnd boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

—18—

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Cblmneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners		.60 .65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

—19—

	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Cbarge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, slftlng, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, slftlng, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Ollve Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-plnt	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 24 to case	3.90
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per l
Almonds, Californla, Nonpareil, paper shell, bags, about 80 lbs	.19
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14
" medium	.....
Mixed Table Nuts, 25 lbs	.16
Peanuts, Green—	
Jumbo	.08
Fancy, hand picked	.06
Virginia, choice	.05
Peanuts, Roasted—	Per bus
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per ga
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08
Fermented, 45 grain	.....
" 40 grain	.....
Crulkshank, distllled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.20
" " 10–12 lbs	.20
" " 14–16 lbs	.20
" Skinned Hams	.23
" Cooked Hams	.35
" Bacon	.25
" Dried Beef, insides	.31
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.19
" Skinned Hams, 18–20 lbs	.22
" Picnic Shoulders	.15
Hams, skinback, 18–20 lbs	.21
" 14–16 lbs	.20
" 8–12 lbs	.20
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.29
" tenders and knucks	.29
" air dried, sets	.29
" " tenders and knucks	.29
Brisket Pork	27.00
Jersey Pork, butt.....per bbl.	29.00
" family "	27.00
Breakfast Bacon, rib in	.21
" boneless	.22
S. P. Bellies, 14 lbs. average	.17
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.34
Beef Tongues, smoked, 5–6 lbs.....per lb.	.24
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per ca
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per ca
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.15
Jewel, compound	.11
Cotosuet	.11

—21—

y Pure Lard—
Tins, 50 lbs. net weight.....per lb. .15¾
Tubs, net..... " .15½
No. 10 tins.....6 in crate 10.25
No. 5 tins.....12 in crate 10.32
No. 3 tins.....20 in crate 10.40

mpound— Per lb.
Tierces and tubs, about 340 lbs ..... .11½
50-lb. tubs ..... .11⅝
20-lb. tin pails, 60 lbs..... .12¾
5-lb. " 60 lbs..... .12⅞
3-lb. " 60 lbs..... 13

DRESSED MEATS.

ty Dressed Stock— Per lb.
Steers ..... .11½–.15
Heifers ..... .11 –.14
Cows..... .08 –.12
Veal Calves ..... .13 –.16
Extra Calves .... –.18
Southerns and Barnyards ..... .10 –.12
Country Dressed..... .13 –.15
Extras .... –.17
Sheep ..... .14 –.15
Extra Wethers..... .... –.16
Lambs ..... .17 –.19
Extra Lambs .... –.20
Hogs ..... .12⅝ –.15½

BUTCHERS' SUNDRIES.

esh Steer Tongues.....each ..... –.80
ow Tongues..... ..... –.60
alf Heads, scalded ..... .50 –.75
veetbreads, veal.....per pair .75 –.80
" beef .....per lb. .25 –.30
alf Livers..... " .25 –.30
eef Kidneys.....per doz. 1.25
eef Livers..... .10
xtails .....per doz. 1.20
earts, beef.....per lb. .05
olls, beef..... 16.00
enderloin, beef, western..... .22
resh Pork, loins, city ..... .20
" " western ..... .19

DRESSED POULTRY.

urkeys— Per lb.
Frozen, Young hens and toms..... .34 –.36
" Old toms ..... .30 –.32
" Common to good..... .20 –.25
Fresh killed ..... .30 –.32
roilers—
Philadelphia, fresh killed, 2 to 4 lbs. per pair..... .32 –.34
Near-by, fresh killed, 2 to 4 lbs. per pair..... .32 –.34
Frozen, 3 to 4 lbs. per pair..... .32 –.34
oasting Chicks—
Frozen, 4 to 5 lbs. each..... .27 –.30
" 3 to 3½ lbs. each..... .27 –.29
owls—
Fresh killed, 4 to 5 lbs. each..... .23 –.24
" 3 to 3½ lbs. each..... .22 –.23
ld cocks ..... .17 –.18
ong Island Ducks, fresh killed..... .22 –.23
uabs— Per doz.
Prime, fancy, large..... 5.75 –6.50
Mixed ..... 3.00 –4.00
Small and dark ..... 2.00 –3.00

LIVE POULTRY.

pring Chicks— Per lb.
1½ to 2 lbs. each..... .23 –.25
Large ..... .23 –.25
owls..... .21 –.22
ld cocks..... ..... –.15
ucks—
Young ..... .17 –.18
Old..... .14 –.15
urkeys..... .24 –.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

ellies— Per doz.
Ritter's, pure..... .95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail, 1.20
Schimmel's, 8-oz. tumblers..... .90
National, 16 oz., 2 doz..... .90
" 3-lb. tins, net weight 2.20
reserves— Per lb.
Schimmel's, pure, 12-oz. jars, 2 doz...per doz. 1.65
National, 30-lb. pails..... .09¾
Southwark, 30-lb. pails..... .07
ams—
Schimmel's, pure, 10-oz. jars, 2 doz..... 1.45
Southwark, assorted, jars, 2 doz ..... .95
range Marmalade—
Hartley's, imported, 4 doz 2.10
Schimmel's, pure, 2 doz 1.60
ruit Butters— Per doz.
Apple, Southwark, 30 lbs.....per pail 1.27½
" " full 5-lb. slip cover tins, ½ doz.....per case 1.67½
" Schimmel's, 30-lb. pails.....per lb. .07
" " 3-lb. slip cover tins. 1 doz .....per doz. 2.75
" " 2½-lb. stone jars, cloth top, ½ doz...per doz. 3.00
" " 40-oz. stone crock, glass top, ½ doz...per doz 3.25
" Mother Cook's, No. 14, 2 doz....doz. .85
Peach, 30-lb. pails.....per lb. .07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor ..	.....	.85	1.95
Spirits Painters' Commercial ...	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum.....per lb. .15
Butter Color, W. & R.....per doz. 2.00
Bluestone, bulk.....per lb. .16
Copperas..... " .04
Camphor, gum, 1-oz. blocks..... " .75
" flakes, 250-lb. bbls..... " .14
" " less quantity ..... " .15
" Tar Balls, 250-lb. bbls ..... " .14
" " less quantity ..... " .15
Castoria, Fletcher's .....per doz. 2.80
" Pitcher's..... " .80
Carbonate of Ammonia.....per lb. .15
Epsom Salts, bbls... ..... " .03
Glauber Salts..... " .02½
Glue, ordinary..... " 11
" white ..... " .20
Gum Arabic..... " .50
Haarlem Oil .....per doz. .40
Husband's Magnesia..... " 2.90
Jamaica Ginger, Hires', flasks ..... " .90
Licorice, P. & S., 5c. stick, imported. " .36
" M. & R., 5-lb. boxes.....per lb. .23
" " lozenges, 5-lb. boxes " .27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes " .24
" root..... " .12
Putty, 25-lb. cans.....per 100 lbs. 1.57½
" 50-lb. cans..... " 1.47½
Petroleum Jelly, screw top, 5c. size ...per doz. .35
" " 10c. size ... " .75
Paris Green, 100-lb. kegs.....per lb. .35½
" ¼-lb. pkgs., 50 lbs ..... " .40
" ½-lb. pkgs., 50 lbs ..... " .39
" 1-lb. pkgs., 50 lbs ..... " .38
Rosin ..... " .04½
Roach Powder, BB, 4-oz. cans..... 2.00
" " 10c. size.....per doz. .80
Roachsault, 10c. size ..... " .80
Saltpetre, crystal, about 350-lb. bbls.....per lb. .30
" granulated, about 100-lb. kegs " .30¾
Sulphur, flour, 175-lb. bbls.....per 100 lbs. 2.60
" 100-lb. bags.....per lb. .02¼
" less quantity..... " .03
Venetian Red ..... " .02
Whiting..... " .02

Goff's— Per doz.
Cough Syrup, 25c. size..... 2.00
Herb Bitters, 25c. size 2.00
Oil Liniment, 25c. size 2.00
Kidney Pills, 50c. size 4.00
Worm Syrup, 25c. size..... 2.00
Herb Pills, 10c. size..... .80

Iron Glue, McCormick & Co.—
No. 5 ..... .45
No. 10..... .85
Tube V ..... .85

McCormick & Co., Bee Brand—
Insect Powder, 25c. size..... 2.00
" BB, 10c. size ..... .85
Root Beer..... .85
Talcum Powder 1.50
Triangular Quiniue 2.00
Quinine Capsules..... 1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz. 4.25
" " 18 oz..... " 8.50
Bath Brick, 25 in box.....per box .60
Sealing Wax..... " .03
Silver Sand.. .....per bbl. 1.20
Tar, pts .....per doz. .....
" qts..... " .....
" gals .....each .....
" ½ bbls..... " .....
" bbls ..... " .....

McCormick & Co—
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case 4.50
U. S. Nerve and Bone Liniment, 25c. size... 2.25
McCord's Magic Medicine, 25c. size..... 2.00
" " 50c. size..... 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
" " 50c. size 4.00
Reliable Brand Headache Powders, 10c. size .80

Borax, 20-Mule Team—
48 1-lb. cartons..... 5.20
72 10-oz. cartons 5.20
96 ¼-lb. cartons 3.40

Borax.

Per lb.
Powdered, bulk..... .12
Lump, bulk..... .11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs 3.40
5-lb. pkgs., 60 lbs..... .08⅞

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.
Vanilla, No. 2 size..... .90
" No. 4 size..... 2.25
Rose, No. 2 size..... 1.25
" No. 4 size..... 2.75
Pistachio, No. 2 size..... .90
" No. 4 size..... 2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size .90
No. 4 size 2.25
Lemon, No. 2 size..... .90
" No. 4 size..... 2.00
Orange, No. 2 size..... .90
" No. 4 size..... 2.00

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Crescent Manufacturing Co., Seattle Per doz.
Mapleine Flavoring, ½ oz..... .90
" 1 oz..... 1.75
" 2 oz..... 3.00
" 4 oz..... 5.25
" 8 oz..... 9.00
" pints 16.50
" quarts..... 30.00
" ½ gallons.....each 5.00
" gallons.....each 9.50

Sauer's Flovoring Extracts—
No. 2, Lemon ..... .90
No. 2, Vanilla..... .90
No. 2, Rose 1.20
No. 2, assorted..... .90
No. 3, Lemon 1.25
No. 3, Vanilla 1.50
No. 4, Vanilla..... 2.25
No. 4, Lemon 2.00
No. 2, assorted cases.....per gross 10.80
Nos. 2 and 4, assorted cases ..... " 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana...	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.
Shinn & Kirk's Liquid Rennet..... 1.50
Hansen's Junket Tablets, 3 or 1½ doz ..... .80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal. .....
" ½ bbls., 28 gals .....per ½ bbl. .....
" kegs, 14 gals .....per keg .....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs..... 2.75
" boxes, 20 pkgs..... .60
Gee Whiz, 100 pkgs..... .60
Fleer's Chiclets, 3 lbs. bulk..... 1.23
Spearmint, 20 pkgs., 100 pcs..... .60
Doublemint, 20 5c. pkgs..... .60

MINT TABLETS.

Certified Products Co.—
Peppermint "Smiles," display cartons, 18 5c. pkgs..... .50
" " half case, 6 cartons 2 85
" " full case, 12 cartons 5.50

RICE.

B. Fischer & Co's Package Rice—
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons.. .06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more.. .06
Seaboard Rice Milling Co.—
Comet Unkoted, 1 and 2½-lb. cartons, sterilized..... 7.00
Comet, natural brown, 1-lb. cartons, sterilized..... 7.00
Comet Cereal, 1-lb. cartons, sterilized..... 7.00
Sola Japan Unkoted 6.25
Dykeland, uncoated, No. 1 cartons..... 6.25
D. S. & H. Craig, Inc.—
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons..... .06½

SALT.

Worcester—
Barrels, contain 280 lbs 2.65
" 60 5-lb. bags..... 4.00
" 22 14-lb. bags..... 3.75
" 30 10-lb. bags..... 3.75
" 115 2½-lb. bags 4.00
Irish Linen, 250-lb. bags..... 2.60
" 56-lb. bags..... .65
" 28-lb. bags..... .35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list 3.00
Pretzel, 280-lb. bbls..... 2.50
" 180-lb. sacks..... ..... 1.65
Packing, 70-lb. cotton bags..... .45
" 140-lb. cotton bags..... .80
New Ivory, 24 large cartons to case..... 1.60
Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case
Durkee's, large, 1 doz..... .....
" small, 2 doz. ½ pints..... 2.40
Schimmel's, small, 2 doz.....per doz. .90
My Wife's, large, 1 doz 1.50
" small, 2 doz..... .90

SAL SODA.

Barrels, 400 lbs .....per 100 1.35
Kegs, 150 lbs.....per 100 1.45
Granulated, 60-lb. boxes..... .....per box 1.10
" Crystal Brand, 24 2½-lb. pkgs., per case 1.15

SAUCES.

Lea & Perrins'— Per doz.
Worcestershire, medium..... 4.60
" small..... 2.55
Worcester, Campbell's, No. 8, 2 doz..... .90
North of England, No. 8, 2 doz ..... .82½

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SODA—BI-CARB.

Per lb.
Babbitt's, ¼s, 25 lbs ..... .05½
Arm and Hammer, 1-lb. pkgs., 36 lbs..... .05
" ½-lb. pkgs., 36 lbs.. ..... .05¼
" ¼-lb. pkgs., 36 lbs..... .06
" ½ and ¼-lb. pkgs., 36 lbs... .05½
" 1, ½ and ¼-lb. pkgs., 36 lbs. .05¼
Dwight's, 1-lb. pkgs., 36 lbs..... .04⅞
" ½-lb. pkgs., 36 lbs..... ..... .05⅛
" ¼ and ½-lb. pkgs., 36 lbs ..... .05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs..... .05⅛
112-lb. kegs..... .02¾
Bi-Carb, bulk ..... .03½

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz. 2.10
Charles E. Hires Company—
Hires Household Extract, for making root-beer at home, 1 doz 1.60
Hires Carbonated, pints, 2 doz..... 2.00
" Ginger Champanale, 50 pints..... 8.00
Welch's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
4 oz., 6 doz 4.50
Half-gals., 8 bottles..... 4.50
2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.
Schuhle's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.— Per doz.
Individual..... .90
1 lb 3.00
2 lb 5.00
3 lb 7.25
Richardson & Robins'—
Round conical, with key, No. 1, 1 doz..... 2.25
" " No. 2, 1 doz..... 4.25
Atmore's Philadelphia, seedless—
Individual, 2 doz..... 1.90
Cans, No. 1, 1 doz..... 2.40
" No. 2, 1 doz..... 4.40
" No. 3, ½ doz..... 3.45
" No. 4, ½ doz..... 4.55

STOVE POLISH.

Per gross
Enameline Paste, small, ¼ gross..... 5.00
" " large, ¼ gross..... 9.00
" Liquid, large, ¼ gross 7.50
Mason's Challenge Paste, boxes, ¼ gross 5.00
Electric Paste, ½-gross boxes 4.50
Rising Sun.....per gross 8.00
Sun Paste, 5c. size..... 5.00
" 10c. size..... ..... 9.00
X-Ray Stove Polish— Per gross
Small 5.00
Large..... 9.00
½ doz. free in each ¼ gross box
Vulcanol— Per gross
5c. size..... 5.00
10c. size..... 9.00

FLOOR POLISH.

O-Cedar— Per doz.
4 oz., 1 doz..... 3.00
12 oz., 1 doz..... 6.00
Quarts, 1 doz..... 12.00
Half gallon, 1 doz..... ..... 18 00
Gallon, ½ doz 30.00
Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box 2.75
Kleenatub .....¼ gross 2.50
Electro Silicon, 1 doz.....per doz. .80
Putz Liquid, large, 3 doz ..... " 1.50
" small ..... " .75
Putz Paste, large ..... " .65
Old Dutch Cleanser, 4 doz.....per case 3.40
" " 5-case lots..... " 3.30
Babbitt's Cleanser, 5c. size .....100 cans 3.85
" 5c. size .....50 cans 1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons 1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz 2.50
Imperial Cleanser, 6 doz .....per doz. .45
Snow Maid Scourer, 60 cans..... 2.40
Queen Anne Scourer, Lautz, 30 cans..... ..... 1.80
" " " 60 cans..... 3.60
Sunbrite Cleanser, Swift, 50s..... 1.95
Red Seal Cleanser, 4 doz..... ..... 1.80
Bon Ami Powder, 3 doz. 2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans.. 1.60
Orona Soap and Cleanser— Per doz.
No. 1, 10c. size..... .85
No. 2, 15c. size..... 1 20
No. 4, $1 size..... 8.40
No. 5, $2 size..... 16.80
Orono Alumishine—
No. 1, 10c. size..... .85
No. 2, 25c. size 2 00

SCOURING SOAPS.

Per box
Young's, 16 oz., 48s..... 1.80
Brooks' Crystal, 100s 3.80
Day's Flint Polish, Day & Frick, 36s 1.50
Mineral, Wrigley, 100s 3.50
Sapolio, E. Morgan, 36s .....per gross 9.50
Bon Ami, 36 10c. cakes..... ... 2.50
Sta-Brite, 72 cakes 3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry..	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz. box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
irkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04¾
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	3.10
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03⅞
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5 00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs	per lb.	.06⅞
Weikel's, 24 pkgs	per doz.	.90
Bird Gravel—		
Red, 36 pkgs	per doz.	.95
Silver, 36 pkgs	"	.95
Bath Brick, 24 bricks	per box	1.00
Toothpicks, Eureka, 100 boxes	per case	1.80
" Saginaw, 3 doz	per doz.	.38
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—		
Sticky	10 cartons	2.35
Tanglefoot	10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz	per doz.	.20
Poison	1 doz. sheets	.20
I-X-L Poison	50 envelopes	.60
Wire Fly Swatters, leather bound	per gross	3.85
Wax, white and yellow	per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	2.85

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	.92½

Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40

Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65

Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" 2s	2.00
" cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per do
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per do
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per do
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb	per 1000	1.30
" 2 lb.	"	1.55

Clothes Pins.

5 gross, per box	.65

Mops.

O-Cedar—	Per do
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per do
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

Wood Handles—	Per do
No. 34, fibre, strap handles	1.25

Shoe Brushes.

With Handles and Daubers—	Per do
No. 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per do
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per do
7X, 10c. size	.95
8, Gray, patent fibre	1.55
18, All horse hair	1.90
21, " white tipped	2.25

TOBACCOS—PLUG.

	Per lb
Jolly Tar, 5, 10, 15 and 25 lbs	.40
Newsboy	.40
Old Honesty	.46
Piper Heidsick	.71½
Spear Head	.44
Standard Navy	.34
Toddy	.39
Vinco	.39
Town Talk	.32

SMOKING TOBACCO.

	Per gros
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs	per box	.58
Yeast Foam, 1½ doz	"	.58

Com. F. H.

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, September 11, 1916. No. 11

"I expect my business to be better this Fall than it was last," says a retailer in this issue, "but it is up to me to make it so." No doubt at all that that man's business *will* be better. So will the business of any other merchant who feels the same.

A Wholesale Grocer Tells Retailers How to Start to Discount Bills.

Three More Tuna Packers Resent Philadelphia Jobber's Recent Misrepresentation to Retail Trade That Yellow Tail Fish is the Same as Tuna.

What Kind of Business Will Retailers Have This Fall in Pennsylvania, New Jersey and Delaware? The First of Reports From Every County in the Three States.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

Building a Better Business

By sticking to the things that are true and tried—the things that have established themselves in public favor through honest value—

Shredded Wheat

has established itself in a million homes as the cleanest, purest, most nutritious of all cereal foods. Get in touch with the home and you will keep a fresh stock of Shredded Wheat always on hand.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co., Niagara Falls, N. Y.

Say to Your Customers USE HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Makes No Difference

where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

TRY SOME AND YOU WILL ALWAYS USE THEM

SAMPLES FREE. NO OBLIGATION

Forbes Indexed Coupon Books

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, Coshocton, Ohio



As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant

AND

Grocery World

Published every Monday.

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Fall Business Prospects in Pennsylvania, New Jersey and Delaware

The "Modern Merchant and Grocery World" Addresses a Letter to a Representative Grocer or General Storekeeper in Every County of Pennsylvania, New Jersey and Delaware, Asking the Condition of Business, Whether the People are Employed and Have Money, Whether Chain Store Competition Affects Them, and Condition of Collections. Some of the Answers Received.

In an effort to learn what the immediate future holds for retail grocers and general storekeepers during the coming fall and winter, the "Modern Merchant and Grocery World" has addressed a letter to a representative retailer in every county in Pennsylvania, New Jersey and Delaware. The letter asked the dealers addressed to answer the following questions:—

1. Is there plenty of money in your territory?
2. Are the people employed?
3. Are your collections good?
4. Are you suffering from chain store competition?
5. On the whole, do you expect your business to be as good, or better, or not as good, as last Fall's business?

Answers to these questions are beginning to come in and will be published as fast as received:—

HUNTINGDON COUNTY, PA.

1.—Yes.
2.—Not enough, send more men.
3.—Yes.
4.—No.
5.—Better.

Support Woodrow Wilson for President and all he stands for and prosperity will ever live.

A. A. Bollinger,
Huntingdon, Pa.

—

FRANKLIN COUNTY, PA.

1.—Yes.
2.—Yes.
3.—Yes.
4.—No.
5.—Better.

Remarks: I have a new competitor in my neighborhood. Glad to state I have felt no effects of him yet, as business is on the increase.

P. S.—This is my present opinion, unless coming strike affects prospects.

E. G. Wenger,
Chambersburg, Pa.

—

COLUMBIA COUNTY, PA.

1.—Yes.
2.—Yes.
3.—No.
4.—No.

Business is good, but collections are slow. Our people are all working and making pretty good money, but are slow in paying bills.

H. G. Pennington,
Bloomsburg, Pa.

—

CLARION COUNTY, PA.

1.—No.
2.—Yes.
3.—Fair.
4.—Yes.
5.—Hardly as good.

We are just beginning to feel chain store competition. The "Prosperity," yellow front chain store, opened up here a couple of months ago. They sell some staples at wholesale price.

The cost of necessities has advanced much more than have wages, thus making it very difficult to handle the wage earning credit customers.

J. T. Shumaker,
Clarion, Pa.

—

POTTER COUNTY, PA.

Things are about the same here in this locality as last fall. As far as I know my business is running along about the same, a little better if anything.

J. M. Clark,
Coudersport, Pa.

—

NEWCASTLE COUNTY, DEL.

1.—Yes.
2.—Everyone who wants work can get it.
3.—Cash business.
4.—No.
5.—Better.

Business is generally good in Wilmington. The only thing we have to contend with is the high prices we are paying and the trouble to get a sufficient margin to cover expenses and get some profit. People are so hard to suit and want the very best, which is natural, paying the prices now current; also delivery service expected to be very prompt.

William Stewart,
Wilmington, Del.

—

CAMERON COUNTY, PA.

1.—Yes.
2.—Yes.
3.—Yes.
4.—Not yet, we expect some.
5.—Perhaps no better.

We suffer from mail order business.

John H. Day,
Emporium, Pa.

—

DAUPHIN COUNTY, PA.

My opinion is that we are going to have good business in this territory this fall. Some people, it seems, are born to take the joy out of life, that is why there is a difference of opinion.

Your first question, "Is there plenty of money in your territory?" Lots of it, people never had more in the history of our country, but I have the time of my life trying to get them to bring more of it to me.

Second, "Are the people employed?" You look at the "Help Wanted" columns of most any newspaper and you will find corporations and employers of most all descriptions asking for help, and offering unusual inducements and pay. That was not the condition a year or two ago. Why, the man that really don't have to work at all is working now because work is so popular and does it to be in style.

Third, "Are your collections good?" If some people can't pay their bills now they never will, and if they got two or three times as much money as they are getting now they still would forget their obligations; with that class collections are always poor, but on the whole would say collections are good.

Fourth, "Are you suffering from chain store competition?" Suffering, that is some word in this connection. I believe I did hear some one say that there are chain stores in town, and if any one is suffering it must be their patrons, certainly not I. My business is better this year than last. We don't have time to knock the chain stores, for every knock is a boost, but we are trying to boost our store, which, after all, is the most effective way of knocking the chain store.

I expect my business to be better this fall than last, but it is up to me to make it so.

B. B. Drum,
Harrisburg, Pa.

—

CLEARFIELD COUNTY, PA.

1.—It looks good.
2.—Yes.
3.—Yes.
4.—Yes.
5.—Yes.
6.—About the same.

Since conditions have improved we find many new stores, mostly small, but all get a share of the business and eat up the natural increase. We believe the ease of obtaining credit from the jobber is largely responsible for so many small stores. Their expense is so light they can undersell the legitimate merchant.

J. S. Beahan,
Clearfield, Pa.

More Packers Condemn Local Jobber's Sale of Yellow Tail Fish as the Same as Tuna

Largest Concerns in the Country Write This Paper The Janney Co's Statement Regarding Above are Unwarranted and Untrue. Jobbing Firm in Question Make Foolish Defence.

Two weeks ago we brought the attention of the trade to the fact that the wholesale grocery house of B. S. Janney, Jr., & Co., Philadelphia, had been advertising yellow tail fish as "the same as tuna," stating that if you put a can of each side by side you could not tell the difference. This statement was not true—yellow tail is much inferior to and instantly discernible from tuna, and we devoted some space to it because if some retailer believed the Janney statement and sold or advertised yellow tail to his own trade, he might get into trouble not only with the customer who was thus deceived, but with the law.

In the last issue of the Janney house organ, the Janney concern takes notice of the incident as follows:—

Of course this means nothing. Even if the Janney concern got the letter it says it got, and even if it says all that the Janney concern says it says, there is nothing in that to warrant the Janney concern's statement that yellow tail is "same as tuna fish," or that the meat of yellow tail fish "is as white, as tender and delicate in flavor, and as smooth in texture as any white meat tuna fish you ever saw, and if you opened a tin alongside of tuna, you could not tell the difference between them."

More than this, Janney & Co. undoubtedly bought the yellow tail fish on sample, and they knew perfectly well, no matter what the packer said, that the statements made were absolutely untrue.

Following are some additional letters from tuna packers regarding the matter:—

Long Beach, Cal., Aug. 28, 1916.
To the Editor.

Dear Sir:—Yellowtail is an entirely different fish from the tuna. The flesh is not so white, being of a brownish tint, and is not so tender. The food qualities are probably as good, but the flavor is different, the flesh not so tender and the color, being darker, is not so sightly.

The U. S. Pure Food Department has issued an order that "yellowtail" cannot be packed under the name of

Yellow Tail Fish The original packer of Tuna Fish and the packer of the Premium Brand, which is the most in demand, says in his letter to us that Yellow Tail Fish is not only the equal of Tuna Fish, but is sweeter and better than Tuna Fish. We are very careful in the columns to have the credentials before we make the statement. If anyone, including the Editor of the "Grocery World," wants to see the letter setting forth the quality of Yellow Tail Fish as compared to Tuna Fish, we shall be glad to show it to them; it is written by the Premier Packing Co.

tuna, and evidently consider it a very different fish.

We pack yellowtail, but sell it for a very much lower price.

Yours truly,
B. Houssels, President,
Long Beach Tuna Packing Co.

—

East San Pedro, Cal., Aug. 29, 1916.
To the Editor.

Dear Sir:—Regarding yellowtail fish, beg to state that we would advise you to buy a can of yellowtail and open it beside a can of tuna fish, and you can readily see that there is no similarity whatever.

There was packed last year quite a good deal of yellowtail and the same was very hard to sell. That is the reason for the prices that are being offered, and we do not think that in justice to the ultimate consumer, or to the retailers themselves, that anybody should represent this article as the same quality as tuna.

Yours truly,
Southern California Fish Co.
W. V. Ambrose, President.

—

East San Pedro, Cal., Aug. 30, 1916.
To the Editor.

Dear Sir:—In reference to the representation being made by the wholesale grocery house of B. S. Janney, Jr., & Co., of your city, as to yellowtail fish being the same as tuna fish, and other representations as to the quality, we do not agree with this firm as to this and think they are trying to mislead the public, and to the detriment of a fish product which has no equal.

We would be very much pleased to have you publish an article in some issue of your paper calling attention to the misrepresentation as being made by merchants as to their statements that yellow tail fish is the same as tuna fish.

Will state that this fish is an entirely different fish and is not of the same family as the tuna any more than the mackerel belongs to the halibut family or salmon family. The meat is not as tender or as white, nor does it have the delicious flavor of tuna fish. In fact, there is no comparison between the two products.

Trusting that you will give this as wide publicity as possible in the interest of the tuna packers, and thanking you, we remain,

Yours truly,
White Star Canning Co.
By W. C. King, President.

August Grocery Failures Exceed Those of August, 1915.

In All Other Lines, However, August Failures Are Still Less Than Corresponding Month of 1915.

The official report of commercial failures for the month of August, compiled by the Dun agency, is at hand, and shows some interesting things. For the first time in many months the failures in several lines exceed those for August, 1915. Groceries is one of these lines.

The figures follow:—

General Stores—August, 1916, 95; liabilities, $637,302; August, 1915, 98; liabilities, $707,835.

Groceries, Meats and Fish—August, 1916, 365; liabilities, $1,091,301; August, 1915, 282; liabilities, $1,165,790.

Clothing—August, 1916, 69; liabilities, $462,305; August, 1915, 87; liabilities, $200,618.

Dry Goods—August, 1916, 41; liabilities, $416,204; August, 1915, 64; liabilities, $874,454.

Shoes—August, 1916, 28; liabilities, $180,410; August, 1915, 31; liabilities, $142,549.

Hardware—August, 1916, 20; liabilities, $214,612; August, 1915, $191,584.

Standards for Fruit Baskets Are Now a Fact.

Standards for Climax baskets for grapes, other fruits and vegetables, and other types of baskets and containers used for small fruits, berries and vegetables in interstate commerce are fixed by an act approved by the President August 31st. The law will become effective November 1, 1917. The effect of the act will be to require the use of the standards in manufacturing, sale or shipment for all interstate commerce, whether the containers are filled or unfilled. A large part of the traffic in fruits and vegetables in this country enter interstate commerce. The law relates only to the containers and will not affect local regulations in regard to heaped measure or other method of filling. A special exemption from the operations of the law is made for all containers manufactured, sold or shipped, when intended for export to foreign countries, and when such containers accord with the specifications of the foreign purchases, or comply with the laws of the country to which the shipment is destined. Standards of three capacities are fixed for Climax baskets—two, four and twelve quarts, dry measure. These containers, often known as "grape baskets," have relatively narrow, flat bottoms, rounded at each end, and thin sides flaring slightly from the perpendicular. The handle is hooped over at the middle from side to side. In addition to fixing the capacities of these standard baskets of this type, the law also prescribes their dimensions. The other standards are for "baskets or other containers for small fruits, berries and vegetables." They are to have capacities only of one-half pint, one pint, one quart or multiples of one quart, dry measure. Such containers may be of any shape so long as their capacities accurately accord with the standard requirements.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609
Keystone, Race 746



¶ Postum is a product that fills a specific need; that is supported by consistent and heavy advertising; and that provides a generous net profit for grocers.

¶ This delicious cereal beverage requires little shelf-space and small investment; turns over quickly and shows no waste.

¶ Merit and advertising have established a strong, steady demand—

Sale Guaranteed!

Postum Cereal Co., Ltd., Battle Creek, Michigan

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

WITH THE EDITOR

The Trade at the Mercy of Ignorance.

The lack of practical knowledge about business needs and customs, which marks the administrative and legislative bodies of this country, was never more clearly shown than by the recent order by the Interstate Commerce Commission, increasing freight rates on California products to take effect September 1st. The enforcement of this order, as published last week, has been postponed until December 30th, on complaint of shippers from all over the country.

The way in which this advance would have affected the grocery trade, had it occurred September 1st, is explained in the following statement made to the Interstate Commerce Commission by Walter B. Timms, of New York:—

> This custom is and has been for the past thirty years or more for the wholesalers to purchase these commodities which comprise principally canned fruits, canned salmon, dried fruits of all varieties and dried beans, during the early part of the year for delivery during the fall or when the crops of these various products are harvested and ready for the market, and in turn to resell them to the retail trade trade throughout the country for delivery during the fall, and also in more recent years purchase large quantities of canned pineapple from the packers on the Sandwich Islands for shipment to the wholesaler and delivery to the retailer in the same manner.
>
> As the cost of freight on these products is an important factor, stability in freight rates during the buying and delivery season is of the utmost importance. I can never recall a change in freight rates of any importance during the season of production and shipment.
>
> The rates of freight from the Pacific coast to the Atlantic seaboard terminals, now in force, are as stated in the schedule.
>
> In June, 1916, your Commission issued an order to the transcontinental railroads to the effect that the rates between the Pacific and Atlantic coast and between the Atlantic and Pacific coast based upon water competition through the Panama Canal, where they conflicted with the long and short haul clause of the Interstate Commerce Act, must be changed to comply with that clause.
>
> About August 1st the transcontinental lines issued a tariff in which on many commodities of food the rates were more than doubled as compared with those in force via Sunset and Santa Fe Gulf routes, and an advance of about 33⅓ per cent. over the rates in force via transcontinental all rail routes.
>
> In addition to this, about August 1st the two railroads operating via rail and Gulf notified the trade of an embargo on all shipments via that route.
>
> The entire food distribution trade east of the Rocky Mountains are confronted with an unprecedented situation; in fact, have bought a large quantity, estimated to be at least 100,000 cars of the food products mentioned with the expectation that, as in former years, freight rates would remain unchanged during the season and resold in great part this large amount of merchandise to the retail trade, they find that shipments made at the rates proposed after September 1st must be delivered to retailers in many cases at cost and in some cases at a loss because of the additional cost of freight.

As stated, after learning the facts, the Commission postponed the advance until December 1st, when little or no freight will be coming East from California. That was fair enough, but since they considered the trade's opposition sound, it follows that if they had had the facts before they made the order, they would never have made it, as of September 1st. Doesn't it seem remarkable that a body like the Interstate Commerce Commission would go off half cock this way, upsetting trade conditions all over the country? No, it really does not seem so remarkable, to one who has seen the same thing happen with Governmental bodies so many times before.

Crooked Bankrupt Merchants

Mr. T. Homer Green, of the jobbing house of Green & De Laittre, Minneapolis, Minn., uses the following argument against the repeal of the National Bankruptcy Act:—

> The statement that an honest failure is the exception is not borne out by the facts. Experience teaches that some men are honest under all circumstances, the great majority are honest under ordinary circumstances and comparatively few men are really dishonest. Incompetence and failure should not be designated as dishonesty.
>
> When a man has given up all his unexempt property for the benefit of his creditors it is but common honesty and an act of humanity to him and his family and justice to the State to release him from further involuntary payment of his debts.

My experience is that the honest merchant, as a rule, does not need the Bankruptcy Act. I have never yet seen an honest merchant who was in trouble, and who went to his creditors and frankly told them about himself, harrassed by anybody. Any man with a grain of human kindness is *anxious* to help a fellow-human who has succumbed to difficulties which he could not surmount.

It is the slink who is trying to put something over, who needs the Bankruptcy Act. To smoke these vermin out, I would repeal the law and take a chance that some honest man would be oppressed. I believe that considerably more than half of all bankruptcies are crooked. It is very easy. Any lawyer who can bring himself to do so can take a merchant worth $25,000 net and put him through bankruptcy successfully with a payment of 50 cents on the dollar. Of course such a thing could probably be discovered if any creditor wanted to look into it, but creditors are not given to looking into it. It is too expensive. They thankfully take their little 50 per cent. and go.

Crooked bankrupts and their stil more crooked lawyers know all about this, and scores of them are taking advantage of it every day.

A Suggestion.

Possibly a great many merchants will disagree with this, but I believe the average retailer would be saved a lot of trouble if he would stick less to standard prices and fluctuate more with the market.

The 10-cent seller, at a time like the present, for instance, can become a stone about a dealer's neck. Say that he buys corn at 75 cents a dozen and sells it at a dime. If it drops to 65 cents he still sells it at a dime. And if it goes to 95 he still sells it for a dime, and continues to do so as long as he can, even if the market goes higher.

The vice of this is that it teaches the consumer that corn is a fixed staple, a commodity which does not need to change. As a result, profits are curtailed when the market goes beyond a certain point, and if the worst comes to the worst, and the 10-cent price finally has to be advanced, there is a peck of explaining to do.

In the long run I believe the retailer loses more than he gains by this practice. Of course he gains when the market drops, but he loses when it advances, and particularly just now, when the market is advancing a great deal more than it is declining. My way would be to fix a fair profit on a given selling price. If the market dropped

Thief!

I am a retailer who believes that all is fair in love, war and business.

I believe it is legitimate to get the better of anybody I can, because he will doubtless get the better of me if he can.

If I can cause a jobber to abate some of his enormous profits, I have done a good stroke of business, no matter how I do it.

I made a claim on a jobber for a 3-pound shortage on a certain shipment. The jobber allowed the claim without investigation. Later I found out there was no shortage. It was easy money and I did not give it back.

I made another claim of shortage in a month. This time the jobber grumbled, but allowed it. As a matter of fact, he could not help himself, for he is fifty miles away, and cannot conveniently investigate. And he wants my business. There was no foundation for the second claim.

I have at last found a way to compete with the chain stores and to buy my goods right.

I am a thief.

nough to make any change neces- ary, I should drop the retail price ccordingly. If it advanced, I hould advance with it. In other ords, I should protect my profit lways. Certainly this practice ould cause more trouble than pre- erving the uniform selling price, ut it would pay to take it. First ecause it would as I say, preserve ıy profit unimpaired, and second because it would be a magnificent advertisement. Dealers who have the courage to reduce a price which is being paid without objection by their customers are few and far between. A man who would do this systematically, exploiting it constantly in the right kind of advertising, would very quickly create for himself a reputation worth its weight in gold.

lobber Tells Retailers How to Go About Discounting Bills

tarted a Man Right, Who Was Opening a New Store, But Didn't Intend Discounting Bills. Showed Him How He Could Establish a Line of Credit With His Local Bank.

I remember sometime ago while isiting our Escanaba (Mich.) ouse a young man was introduced) me who our manager told me as going into business in an ad- acent town. The man had saved 600 and expected to open a small rocery store. He was buying an opening stock" from our Escanaba ouse and in the course of conver- ation I asked him if he was going to discount his bills and he said he wouldn't be able to but he would pay promptly at maturity. I told this young man that he should build a character for himself and establish a credit standing in his community by discounting his bills. He didn't know how this could be accomplished unless he had the money and he thought he'd have to sell some goods first to get the money to permit him to pay his bills so he could buy more goods. I told this young man that immediately when he went into his town he should call upon the local banker get acquainted with him, give the banker references as to who he was and where he came from, and then deposit what money he had in that bank. He should then say to the banker that it was his desire to buy merchandise and discount his bills and to do so it would be necessary for him to borrow some money from the bank from time to time. He wouldn't want much but his requirements might grow as he developed in business. I told that young man to go to the banker within the next week on such a matter and borrow $50 for 60 days at 6 per cent. It would only cost him 50 cents for the use of the money. The banker would loan it to him and then I told the young man to deposit the proceeds of the note to his own credit right at the bank. The young man said: "What will I use the money for?"

I told him he needn't use it at all —just leave it there to establish himself as a person in the community that has a bank account. I told him he was only paying 50 cents for the privilege of having the account there for 60 days and at the end of 60 days he ought to walk into the banker's office and say: "Mr. Banker, I owe you $50, due to-day. Here's my check for the amount."

Mr. Banker would give the man back his note and charge the check to the man's account and he would realize that that young man had kept a balance in the bank as great or greater than the money the banker actually loaned him. In this way the young man established confidence and he was able to borrow $100 and continue. He followed my advice, and though I haven't had any opportunity of knowing how he is doing now, nevertheless I kept watch of it for almost two years and in that time it was found that he had not only paid his bills, but the money that he had earned in discounts paid the interest at the bank on loans, and this young man had through this method been able to greatly develop his business and buy new fixtures and take on responsibilities which he never could have taken on if he had not established a credit for himself in his community.

B. B. CUSHMAN.

Detroit, Mich., Sept. 5, 1916.

Do You See This Cut?



It is a rather poor representation of a package which has for many years stood as the finest grade of prepared codfish packed.

The grocers who have regularly sold **Gorton's Codfish** have come to know that they can rely upon it implicitly as a steady and satisfying seller.

All of Gorton's Fish Products are prepared with the greatest care. They are all quality products.

Your jobbers.

GORTON-PEW FISHERIES COMPANY - - - Gloucester, Mass.

The New York Letter

Opponent of Stevens Bill Says Trade-marked Goods Cost More Than Same Goods Packed Under Private Brands. Trade Jubilant Over Freight Rate Postponement. American Fair Trade League Sued for Libel. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, September 8, 1916.

Mr. J. W. Hahn, secretary of the National Trade Association, has issued a statement in opposition to the Stevens bill, which would allow manufacturers of trade-marked goods to fix the retail and wholesale selling prices of their goods. His statement will no doubt arouse many such manufacturers to lively protest, for he claims that it costs the consumer money to have goods trade-marked; in other words, that a manufacturer invariably charges more for package goods on which he has put a trade-mark than for the same goods sold in bulk. Not only enough more to cover the cost of packing, Mr. Hahn claims, but even an additional bonus on top of that. Here is a part of Mr. Hahn's statement, which is interesting:—

> I wish to point out the following facts, showing the increased cost at wholesale added to merchandise when sold under trade-mark and the price maintained system over the same cost on merchandise sold by the same manufacturer in bulk without his name and packaged by private distributors.
>
> There is on the market a certain trade-marked cornstarch sold under a fixed price system which sells wholesale at 7 cents a package. Yet the same quantity of this same starch made by the same manufacturer can be and is bought in bulk and packaged in the same size package by private distributors at a wholesale cost of 3¼ cents, a difference of 3¾ cents. A certain brand of breakfast food, when sold with the manufacturer's name and price maintained system, costs at wholesale 7½ cents, while the same quantity of the same product, made by the same manufacturer, but sold in bulk, can be and is packaged without the manufacturer's name at a wholesale cost of 4 4-10 cents, a difference of 3 cents.
>
> An even more striking example of the increased cost incurred by having the manufacturer's name attached to a commodity is that of another breakfast food which, when sold with the trade-mark and price standard, costs at wholesale in a 1¼-pound package, 7 1-9 cents, but which when sold in bulk by the same manufacturer can be and is packaged by private distributors at the wholesale cost of 6 6-10 cents for a two-pound package—three-quarters of a pound more for a ½ cent less than for the 1¼ package. Still another breakfast food sells at wholesale in a 1¾-pound package at 6 7-12 cents, while the same product can be and is bought in bulk and packed by private distributers in a two-pound package at a wholesale cost of 4 9-10 cents for the two-pound package, or a quarter of a pound more of the same product for nearly 2 cents less, but minus the manufacturer's name, trade-mark and price standard.
>
> This difference in the cost of distributing an article when sold with the manufacturer's name over the cost incurred when the article is sold without the manufacturer's trade-mark, emphasizes three very important points around which the discussion of price maintenance turns.
>
> First.—It is apparent that the manufacturer when he sells his product under his name and price standard and adds as high as 100 per cent. to the wholesale cost is either making a greater profit by virtue of his name or else it costs him that much more to sell and distribute his product under a price-maintained method of distribution.
>
> Second.—In any event, the consumer must pay more for the product when the manufacturer attempts to sell his product under a trade-mark and price standard than he does when he buys the same product without the manufacturer's name.
>
> Third.—This point has to do with that unknown quantity which those who are asking for the Stevens Bill have seen fit to term "goodwill." This "goodwill" value, they say, belongs to the manufacturer and does not change hands when the retail merchant buys and pays for the product which bears the manufacturer's name. This point might be called the legal or commercial justification which supporters claim for the bill.
>
> I have never heard those who urge legislative price maintenance deny the wisdom of the courts in giving to a man the right to dispose of his own property at his own price. Their contention, however, with regard to this "goodwill", value, which they declare is built up as the result of attaching their name to a product, is that it does not belong to the retail merchant —that he does not buy the goodwill when he pays for the merchandise.
>
> And yet the figures I have presented above show plainly that when the retail merchant buys a product with the manufacturer's name and trade-mark, he pays in some cases 100 per cent. more than he does for the same product when he buys it from the same manufacturer, but without the manufacturer's name.

* * *

The trade here are immensely delighted because the Interstate Commerce Commission has postponed the enforcement of the ruling advancing freights on California food products. This was to have taken effect on September 1st, but, as stated last week, it is postponed until December. Jobbers here are already arranging to oppose its advance again before the postponed date at which it is to become operative. It would have caught them right in the midst of their future business had it taken effect September 1st and would have destroyed profits on a very large volume of business. The trade here seem to think that the railroads, influenced by the recent strong protest, will revoke some of the advance themselves.

* * *

Gasoline took another drop of 1 cent during the week owing to the continued weakness of crude oil.

* * *

An effort was made here during the week to pull off a strike of retail grocery clerks, but did not seem to amount to much. The object of the strike was to close the stores at 6 o'clock, which the owners say is impossible in view of the peculiar conditions of the trade here. The proposition is to close the stores at 6 o'clock five nights a week, and at 10 o'clock on Saturday nights. The stores at present close about 7 o'clock. Only a comparatively few men actually walked out and it is expected that the strike will fizzle out entirely in a day or two.

* * *

During the week Harry B. Haines, secretary of the National Premium Advertising Association, brought suit to recover $50,000 damages from the American Fair Trade League. Besides being secretary of the Premium Advertising Association, Mr. Haines is editor and publisher of the Paterson, N. J., "Evening News." The basis of the suit is that the American Fair Trade League accused Mr. Haines of publishing untruthful statements for the purpose of deceiving the readers of his paper and advancing his own interests. The suit is an outgrowth of the controversy over the Stevens bill, which would give to manufacturers of trade-marked products the right to fix the wholesale and retail selling price. Secretary Whittier, of the league, believes in fighting those who do not agree with him by calling them all manner of names and ascribing the meanest possible motives to them. He did that with Mr. Haines and the suit is Mr. Haines' reply. Mr. Haines said in discussing his suit: "In this action I hope to bring the American Fair Trade League to the realization that they cannot go on attacking the character and business integrity of a man simply because they disagree with him on the economics of their bill."

Summarized Market Conditions.

Tea somewhat more active on a vances on the other side. Pric unchanged.—Coffee still very du but firm on account of speculatio Prices of Brazils show a fraction advance for the week. Milds du and unchanged.—Sugar ¾ of cent lower for granulated. Ra also off and have sold down to 4.8 market 5.10 as week closes.—T matoes unchanged on last week basis.—Corn shows advancing te dency.—Peas now dull but u changed.—Salmon of all grad firm but without change for t week.—Sardine pack still small a prices firm.—California cann fruits unchanged; quiet demand. Prunes show fractional advan but demand is still very light; bu ers are afraid of the market. Peaches ¼ to ½ cent higher ov the recent opening; demand ve light.—Wheat so high that it feeling every little influence fr day to day. Closes the week sligh ly lower.—Flour about unchang from a week ago and very hig The jobbing quotation on patents $9.45 a barrel.

To Prevent Dumping Foreign Products in Here at Cut Prices.

The following provision, which is part of the new tariff act, is depend on to prevent the dumping into t country, after the war is over, of f eign products at prices so low as to stroy the American products:—

> Section 99. That it shall be unlawful for any person importing o assisting in importing any articles from any foreign country into th United States, commonly and systematically to import, sell or cause to be imported or sold such articles within the United States at a price substantially less than the actua market value or wholesale price o such articles, at the time of exportation to the United States, in the principal markets of the country of their production, or of other foreign countries to which they are commonly exported, after adding to such market value or wholesale price, freight, duty and other charges and expenses necessarily incident to the importation and sale thereof in the United States: Provided, That such act or acts be done with the intent of destroying or injuring an industry in the United States, or of preventing the establishment of an industry in the United States, or of restraining or monopolizing any part of trade and commerce in such articles in the United States.
>
> Any person who violates or combines or conspires with any other person to violate this section is guilty of a misdemeanor, and, on conviction thereof, shall be punished by a fine not exceeding $5,000, or imprisonment not exceeding one year, or both, in the discretion of the court.

The Grocery Markets

Tea.

The tea market shows no par-ular change, at least none in this untry. On the other side Ceylons ve advanced about 1 cent, but this ll not affect the American mar-ts, certainly not in the near fu-re, and possibly not at all. The mand has been slightly better ring the week owing to the fact at buyers are now taking in new ı. There is nothing brisk, how-er, about the week's business. ices show no change from a week o.

Coffee.

The speculative movement in Rio d Santos coffee has continued ring the week, and in conse-ence prices have advanced about cent. There is still no legiti-ate reason for the advance, al-ough some rumors of damage to e crop have come to this country m Brazil. Demand for Rio and ntos coffee is no more than fair. ilds are unchanged, but if the eculative movement in Brazils ntinues it may be their turn next. va and Mocha unchanged and ll.

Sugar.

The sugar market has gone to ces during the week, as fore-sted in this report last week; all iners have reduced prices to 6¼ r granulated. Raws have been ling soft and low for some time, les having been made as low as 37, and quite a number of sales 5.02. On the basis of to-day's w market, refined is not unduly gh. The cause of the drop is that number of holders of raw sugar no have been holding for a long ne became convinced that they ould not be able to get out at a ofit, and accordingly sacrificed eir holdings. Then too, Califor-ı beet granulated will come on e market in a short time and, llowing that, Colorado beet gran-ated. It is possible that the mar-t may remain where it is for some ne. The consumptive demand is ll below what it ought to be.

Syrup and Molasses.

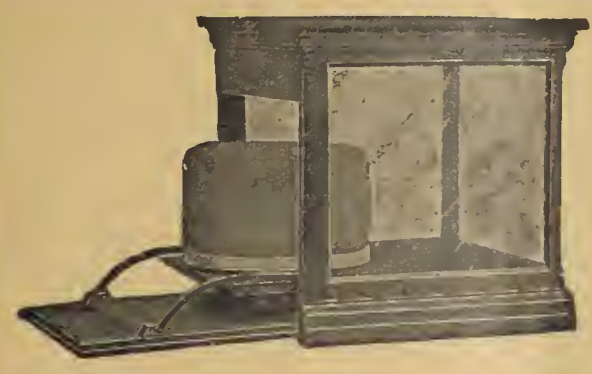
Glucose is very high on account the advance in the corn market. rn is still advancing, and glucose threatens to advance again, but it cannot stand many more advances as the price is already very high. Compound syrup, which is made chiefly of glucose, is about 4 cents per gallon above normal. The demand, however, is very light. Sugar syrup and molasses are both unchanged and dull. It looks like a good crop of molasses.

Fish.

There has been no particular change in the fish market during the week. The trade are still waiting for new Norway mackerel to be offered, but none have been as yet. Some are being caught, but are evidently being disposed of elsewhere. Shore mackerel show no change from a week ago. Some autumn Irish mackerel are expected here shortly at prices several dollars above normal. The demand for mackerel is good. Cod, hake and haddock show no change for the week. Salmon of all grades are unchanged at the opening prices. Demand active. Domestic sardines are steadily maintained at formerly quoted prices. Demand moderate. All imported sardines unchanged.

Canned Goods.

Tomatoes are about unchanged. The market is steady to firm on last reported basis. Packers are busy getting up their pack and are not pressing for sale, as they have not yet packed their entire future sales. The season for packing tomatoes so far has been ideal, and if there is no interference from the weather there will be a large pack of fine goods. Corn is looking very firm. They had a good pack in the South, although they will not deliver more than 75 per cent. In New York State the heavy rains reduced the pack to a small fraction of what it should have been, and in the West other unfavorable crop conditions produced the same effect. Maine packers are not expecting to deliver more than 50 to 60 per cent. Prices of corn are firm all along the line. Peas are unchanged from a week ago. The demand is fair. Apples show no change and light demand. California canned goods are quiet at ruling quotations. Among the small Eastern staple canned goods



If You Buy This Cabinet Within Thirty Days

we will equip the front with French plate bevel glass, free, instead of the American glass usually used.

The French glass alone is worth $1.75.

This cheese cabinet is the classiest thing of its class on the market. Order through your jobber or of H. F. Heacock, 51 North Second Street, Philadelphia, Pa.

PRICE ONLY $7.50

Made by The American Specialty Manufacturing Co. - - Chambersburg, Pa.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

Dayton Moneyweight Scales

S. M. TEMPLETON

1313 Arch Street, Philadelphia, Pa.

District Sales Manager

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.



Can We Make You a Window Display?

¶ Posters, painted walls, painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O,** the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

sauer kraut has advanced from 10 to 15 cents per dozen owing to poor cabbage crop.

Dried Fruits.

Prunes have advanced probably ¼ cent and it is not possible now to get anything below a 5-cent basis f. o. b. coast owing to an effort to organize another combination there. The situation is, for the present, somewhat firmer than it has been. Peaches and apricots are unchanged and very dull; so are raisins and currants.

Beans and Peas.

Pea beans are very firm indeed. The crop in Michigan is supposed to be only 30 per cent. of normal; the average price is $6 per bushel. Marrows are also scarce and range from $5.75 to $6. California limas are unchanged. The outlook for beans of all kinds, with the possible exception of California limas, is very firm. Green and Scotch peas unchanged and quiet.

Butter.

The receipts of butter continue light and the market is very firm on the ruling basis of quotations. There is a good consumptive demand for all grades and the quality arriving is averaging good for the season. Everything desirable meets with a ready sale and the trade look for a continued good demand at about unchanged prices.

Eggs.

The egg market is firm and unchanged, with light receipts and a good consumptive demand. The quality of the eggs arriving is as good perhaps as it could be expected to be during the hot weather. No change is in sight.

Cheese.

The cheese market is very firm, with very light receipts. There is a fair consumptive demand. Prices have advanced ½ cent during the week. The make is light and cheese is still being sold to go to Europe. This makes the supply available for this country very small and is the cause of the present firmness.

Provisions.

All smoked meats are firm at an advance of ¼ cent. Pure lard is firm at ¼ cent advance, and compound is firm at ¾ cent advance. Both are in active demand. The high price of hogs is the reason for these advances. Barreled pork shows an advance of 50 cents per barrel, and dried beef an advance of 1 cent per pound. Canned meats are unchanged.

INDIVIDUAL MARKET REPORTS.

Spices.

The market is more active, though price changes have been few. Nearly every article in the list is now obtainable here or nearby at a lower figure than is now quoted for far-off shipment. Any unusual demand will have a tendency to raise values.

Peppers.—Foreign markets are higher than our own. The demand here is very much better. The stock of spot Lampong and Malabars is short at present.

White Peppers.—Are generally unchanged, but are in better supply than blacks.

Cloves.—In very much better demand. The market price of cloves here is far less than in Europe or Zanzibar. Sharp advances may be looked for.

Pimento (Allspice).—Rather quiet since the recent advance. The trade, we believe, is fairly well supplied. Jamaica cables quote high prices.

Mace.—In better inquiry and in fairly good supply. Prices here not likely to change.

Nutmegs.—The spot demand is good. Prices are a shade firmer. The assortment here is small. We look for a large demand over the next three or four months.

Cassias.—Saigon grades are offered at attractive price. Batavia demand is dull at present and prices are unchanged. China grades are now reported sharply higher in China. Prices are slowly hardening here.

Gingers.—Rather quiet at present, at generally unchanged prices.

Green Ginger Root.—Now selling in a satisfactory way. The article is rather scarce and firm prices are prevailing.

Tapiocas are dull during the week, at steady to unchanged prices.

Paprikas.—The demand is good. Prices are generally unchanged.

Seeds, Herbs, Etc.—Caraway is in fair demand since the advance. Celery seed has advanced about 5 cents per pound during the week. Coriander, mustards and cummin in fair demand. Herbs are firm and in better inquiry.

McCormick & Co.
Baltimore, Md.

Imported Fish Specialties.

The market report on salt fish is analogous to the weather report—as long as the weather continues hot there will be very little salt fish business, but it is very likely that there will be a strong demand for all kinds of salt fish as soon as the cold weather sets in. Of course, the prices for salt fish are very high and are not likely to come down in the near future, but even at that salt fish is cheaper than other commodities of equal food value.

We have reports from Norway that the belligerent countries are still buying codfish in abnormal quantities. The last report we have from Norway is that about $20 is being paid for 100 pounds of superior quality codfish by the countries now at war.

The imported sardine situation is practically unchanged. The catch in Norway continues fair. It is poor in Portugal and very poor in France. Prices remain just as high as ever, although they have not shown any tendency to advance further during the last few weeks. The demand here, considering the extraordinary high prices at which we are obliged to sell sardines, is very good, indeed. Reports from France show that stocks of sprats are practically exhausted and prices quoted for the new season's catch are simply beyond our limit. We could not sell sprats at the price at which we would have to buy them to-day.

Strohmeyer & Arpe Co.
New York.

Foreign Grocery Specialties.

The olive crop reports from Italy continue rather unfavorable, and both Italy and Spain cable further price advances for the best grades of edible olive oil, which is getting exceedingly scarce, and still neither we nor our competitors have as yet advanced our selling prices for olive oil, so the American buyer gets all the benefit of earlier and favorable purchases.

Many inquiries from abroad show that tinplate, wire and other materials are getting scarcer every day and with the advancing prices for all these materials, it stands to reason that all tinned goods are likely to advance in price before long.

Contrary to all expectations, garlic continues in its firm and slightly upward tendency. Stocks here are small.

Spanish pimentos (red peppers) are scarce on spot, and held in very few strong hands. There are offers around for future delivery of pimentos at lower figures. Evidently sellers figure on a big crop and lower prices, but nothing is more uncertain than the pimento crop in Spain, and some one may have to suffer for selling goods practically below the market.

Strohmeyer & Arpe Co.
New York.

Wheat and Flour.

Nineteen months ago, when Chicago May wheat was selling around $1.65 per bushel, we had a sudden, but only temporary, decline of 20 cents per bushel within the space of a few days, because the English fleet began to bombard the Dardanelles, and it was feared that the Russian surplus would be released. In the first three days of this week we witnessed a decline of 13 cents per bushel, traders fearing that the entrance of Roumania into the war would result in a quick release of the wheat that has been bottled up for over two years.

It has been the feeling in grain circles for sometime that if Turkey sued for a separate peace or Roumania entered the war on the side of the Allies, it would be like a bombshell in the wheat pit, but we venture the prophecy that even should Turkey establish a separate peace that no wheat will be forthcoming from Russia, through the Dardanelles, until a general peace has been established.

Admiral Dewey has recently stated that with two submarines he could keep the entire navies of the world out of Galveston harbor, and no one who knows the sagacity and foresight of the Germans will believe that they have not already provided for this contingency by the establishment of submarines and supply stations at both ends of the Dardanelles to prevent the exportation of the Russian wheat to her enemies, even though Turkey is forced to succumb.

It is of interest at this juncture to calculate upon how much wheat is likely to be brought forward from Russia if a way should be found to open the Dardanelles before a general peace is established. According to Lloyds' Register there are now interned in the Black Sea steamships of only 134,000 tons cargo capacity. This is equivalent to 5,000,000 bushels of wheat, but, as Broomhall points out, the stocks of wheat at the ports are very small and there would be great difficulty in getting it from the interior because of the congestion of the railways with munitions of war, hence we are of the opinion that until there is a general peace and a large number of vessels released from transport service, the shipments of wheat from Russia will not exceed 5,000,000 bushels per month. The problem of the importing nations is to supply themselves with 600,000,000 bushe of wheat by July 31, 1917, and unle a general peace comes before that da they cannot count upon Russia as source of supply. With crop failur in the United States and Canada, th task is a difficult, if not impossible or

They are calculating on a fair cr being raised in India and a full avera crop raised in Argentina. The Ind crop is not in the ground and the A gentina crop is in the grass stage, a will not be harvested until Decemb and shipments never get under f headway until February.

The wheat situation is undenial strong, and in our opinion much high prices are coming. Even if a gene peace comes six months hence, we w have exported by then our entire su plus and will be on a domestic ba and unresponsive to conditions abro

Shane Bros. & Wilson Co
Philadelphia, Pa.

Notice to Makers of Tomato Products.

The Department of Agriculture h been requested to inform manufact ers and dealers in tomato products the tests which it applies in arriving its decision whether to recommend p ceedings under the Food and Dr Act against tomato products. Un Section 7 of the act, articles of fo are adulterated if they are found to co sist in whole or in part of filthy, composed or putrid animal or vegeta substances. In Circular 68 of the B reau of Chemistry, there were nounced the number of yeasts a spores, bacteria and molds which, in opinion of the Department, may or narily be found in tomato produ handled with reasonable cleanliness the process of manufacture. Exami tion of a large number of tomato pr ucts and tomato canneries convinces Department that it is entirely practi ble for manufacturers to keep the ye and spores, bacteria and molds wit the limits stated in Circular 68. Thou the Department has not recommen proceedings under the Food and Dr Act unless the product, upon exami tion under the conditions prescribed Circular 68, was found to contain y and spores of bacteria or mold filame in excess of the following numbe Yeast and spores per 1-60 cubic m meter 125; bacteria per cubic centim 100,000,000 mold filaments in 66 per c of the microscopic fields, it is consid ing the adoption of figures approach those given in Circular 68. When s a scale has been adopted public nouncement will be given.

Week's Dry Goods Review.

Marshall Field & Co., in their w ly review of the dry goods trade, say

The current week has bee marked locally by a good wholesa trade. More customers have a tended the market and their purchas are well ahead of the same wee last year.

Road sales for spring and fall d livery show a considerable gain ov the corresponding period of 191 Shipments are better than in th week a year ago.

Collections are above normal.

The market on domestic cotto goods is very strong.



Do We Deserve Support?



Through these advertisements we have placed **Goldenoyle** with a large number of grocers who seemed to feel that we deserved support because we came to the grocer first with our product instead of using the consumer as a club.

We think also that we deserve support—if our product is all right. As to that, subject **Goldenoyle** to all the tests you can think of. You will find it the highest grade cooking and salad oil on the market; and most attractively packed.

Every grocer has a demand for a cooking and salad oil, and every grocer can sell **Goldenoyle** better than other brands because it is better than they are.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street PHILADELPHIA

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Thinking of Buying a Second-Hand Delivery Car?

Any of you fellows doping it out to buy a delivery car? I suppose you are—everybody's got a hunch sometime or other he'll own a car of some sort. Why the other day a store boy out in Ardmore—he gets $3 a week—told me he'd never own a Ford—"I'm going to have an Overland Six when I buy one," he said.

"When d'ye think you'll get yours—this week?" I said.

"Nope," he said, "but I'll get one all right."

That's what I mean when I say that *everybody's* got a hunch.

What I started to say was to tell you, when you buy your car, not to tie up with any second-hand outfit. They tell me some second-hand cars are all right. So's some second-hand wives and second-hand everything else. Once in a while you'll pick up a second-hand car that's better than if it was new.

Depends on the car, and who you get it of, and how it's been run, and a lot of other things.

The second-hand tubs you buy of these gyps—these fellows that don't do anything but sell second-hand trucks—are most of 'em funny pictures. I've seen quite a bunch of 'em and darned near all of 'em turned out bad.

I went into a customer's store last month and he wouldn't talk business until he had showed me something he said he had to show me.

"I picked up the biggest good thing *you* ever saw," he said. "Come back here."

He led me back to his stable.

"What dy'e think of that?" he said.

There stood a little old Ford chewing its cud as peaceful as you please. It had a delivery body on it, and his name was painted on the side. Didn't look bad at all.

"That ain't all," he said, "I've got a touring body too—just take the delivery off and put the other on, and you've got a regular pleasure car. What d'ye think of that?"

"Some outfit," I said. "Where did you get it?"

"I picked it up at a big bargain at a place in Philadelphia where they only sell high grade cars," he said.

"Oh, it ain't new, eh?" I said.

"It's pretty near new," he said. "Only used a litle while and the fellow that owned it before took care of it like you would a baby. What d'ye think I paid for the whole thing?"

That was a good place to make him sore, but I ain't a wise guy for nothing.

"Seven hundred," I said. (Talk about your foxes.)

He was as tickled as a kitten with a quart of cream. I knew he would be.

"That would have been about right," he said, "but I got the whole thing for $350!"

"What you doing—trying to kid me?" I said. Me and Henry Irving are the greatest actors that ever lived, and Henry's dead.

"That's right," he said.

"Well I'll be blamed! Is it all right?"

"Sure it's all right—they guarantee it in writing. Besides that, they told me all about it—how long it had been run and all."

"Let's see the guarantee in writing," I said.

He had it in his pocket. It was a bill and receipt with some small printing on the top. I started in to read the little printing—he said he hadn't.

"Don't make any difference what it says there," he said, "I know what they told me."

Pretty soon I came to this and read it out to him:—

> No salesman has authority to make verbal statements about the car sold herewith, and all such statements are expressly disavowed by the firm. The said car is hereby guaranteed to be in good running order and all guarantees are confined to this.

"Some slick lawyer framed that up I'll bet," I said, "what d'ye think of it?"

"Oh, that's all right," he said, "I suppose they have to do that as a matter of form, to protect themselves."

"Betcher life they do!" I said, "but I ain't seen where it's protecting you as a matter of form."

"I'm not worrying," he said, "the car's all right. Haven't I run it?"

"Did it run all right?" I asked.

"Sure—only had a little trouble with smoking," he said. "Any ca can smoke."

"Did you take it anywhere to se what ailed it?"

"Yes, I had somebody look at i but he didn't know anything—he' a blacksmith, that fellow."

"What did he say?" I went on.

"I don't care what he said—don I know what they told me?"

"*What did he say?*"

"He said because it was becaus it was an old car," he said, "bu there's nothing to it, don't know——"

"What year did they tell you th car was when you bought it?"

"1913."

"And what year did he say was?"

"He said 1911, but I know be ter. I know it's all right. Loo how easy you change the body- you just undo this bolt—here, I show you. See, you—"

Bing! the rusty old bolt pinch right off! Nineteen hundred a *thirteen*? Looked more like 190 If I'd have let out the yelp that w in me then I'd never have been ab to sell him another cent's wort I don't know how I kept it in. Ho est, I most bus' me belt.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Old Men Clerks.—The popular thought about age to-day is that a man is as old as he thinks he is. If you think in the 50s you'll act in the 50s. If you think in the 60s you'll act in the 60s. Age is what we make it.

If you are 50, drop off 25 and assimilate yourself with the views and activity and good cheer of the boys working beside you of that age. That is the practical way and the only way to keep out of the age rut.

* * *

Its the exercise of facilities that count. Old men clerks are too apt to allow these facilities to submerge. Their thinking is wrong. Your mature ideas won't always go, simply because the going is fast. We respect them, but we pass them up. You can hold your job without any trouble if you'll fall in line. Don't knock new fads. You were raised good and healthy on loose oat meal for breakfast and a mug of strong coffee to wash it down, but that's no argument against a cupful of Krumbles and a glass of ice water "in o day."

* * *

Visiting Gossipers.—Do you reali that every minute of your store hours paid for by employers? Do you kn that to waste any part of that time not only stealing, but decreasing yo efficiency? One of the common forms of this unconscious stealing a this lessening of your power is to e tertain your friends in the store foolish conversation that does not pe tain to the business. While sharp e ployers invariably note this conditi of affairs, they sometimes feel a ce tain delicacy about calling attention it unless it is continuous and glarin evident.

All employees, in whatever capaci should politely inform such callers, am sorry to have to discontinue this ta as it is against the rules of the firm No sensible person would take offen at such a remark, but on the contra admire you for delivering it and to t firm for putting it in force.

"That ain't anything," he said, ou can fix that in five minutes." Then we went back to the store, d I pretty soon left. I could see wasn't quite as sure as he had en. I heard through another fel- v afterward that that car was the orst old lemon in Pennsylvania— had to hire steady board for it in e machine shop. It had kidney ouble, and its bladder leaked and e engine had mumps—oh, a lot of ings ailed it—it was one of those rs that "enjoy poor health."

I knew something was coming him as soon as I saw that fine inting on the bill. I'm looking rward to going back there and eing him try to sidestep the sub- ct. Will he sidestep the subject? ou bet he won't—not with me. l get right in it—*after* I get my der.

THE STROLLER.

CORRESPONDENCE.

Will Any Jobber Sell This Outfit

Media, Pa., August 30, 1916.
the Editor.

Dear Sir:—A number of my con- tuents have placed in my hands e task of organizing a co-oper- ve buying association. I have mmunicated with Mr. Willliam Tucker, secretary of the Phila- lphia Board of Trade, who tells that you may be able to give me eresting data and advice as to olesale grocers who would be le to sell me in the quantities I sire, and also that your "Modern erchant and Grocery World" ould be valuable as a guide.

I am enclosing stamps for a copy your journal, and if you can give any advice or information it will appreciated, as I am almost en- ely ignorant of these matters.

Thanking you in advance, I am,
Yours very truly,
GEORGE W. THORPE,
ie "Pennsylvania Club Woman."

The "Modern Merchant and Gro- y World" regrets that it must cline to aid in forming a co- erative buying organization of nsumers, whose purpose is to buy jobbers over the retailer's head.

* * *

anted, Paper Cutting Machinery.

Shamokin, Pa., Aug. 31, 1916.
the Editor.

Dear Sir:—While reading the Iodern Merchant and Grocery orld" I find so much useful in- mation, and therefore am ask- g for information regarding per cutting machinery; that is, name of a firm that manufac- es machines for cutting out card- ard to make ice cream boxes, or where could I get one? Also name of a firm manufacturing cardboard paper for same purpose?

Thanking you in advance for the information, I remain,
C. T. DROBINS.

For paper machines, R. W. Hartnett Co., 48 and 50 North Sixth street, Philadelphia.

For cardboard, Philip Rudolph & Son, Inc., Orianna and Willow streets, Philadelphia.

* * *

To Sell Old Papers.

Smithfield, Pa., Sept. 4, 1916.
To the Editor.

Dear Sir:—Will you please let me know where I can sell old news- papers and the price they pay.

Yours truly,
J. FRANK SMITH.

John Dougherty & Sons, 1422 North Twentieth street, Philadel- phia. At present 40 cents per hun- dred, but prices go up and down.

* * *

Cartons Wanted for Parcels Post Egg Business.

Locustville, Va., Sept. 2, 1916.
To the Editor.

Dear Sir:—We are considering seriously of marketing our eggs by parcel post, both wholesale and to consumers. Can you give us any information as to the best and most secure egg carriers or cases to use that will come under the parcel post law? Anything you can say will be highly appreciated, either by letter or through your valuable paper.

Yours respectfully,
R. S. MILLINER & SON.

Star Egg Carrier and Tray Man- ufacturing Co., 175 Colvin street, Rochester, N. Y., make what you want.

Pennsylvania News Items.

The Dairy and Food Department has announced that it would con- tinue to enforce the time limit on cold storage foods under the act of 1913 which was recently de- clared unconstitutional by a West- ern judge. The case will be ap- pealed.



Your Trade Will Repeat

Mapleine Flavoring

brings back your customers. You can make no mistake. They come back for that genuine "Mapley" Tang. A real American Flavor- ing used for every purpose.

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

CRUBRO
CRUIKSHANK BROTHERS CO.
PITTSBURGH, PA.

PURE FOODS

Make a display of

Crubro Spaghetti
in tins

deliciously cooked, with tomato sauce, and a lively seller at all seasons.

Tell your customers about

Crubro Apple Butter

deliciously spicy. A nourishing spread for children's lunch.

All Crubro Pure Food Products

made and guaranteed by

Cruikshank Bros. Co.
Pittsburgh, Pa.



Make money by making your own Peanut Butter

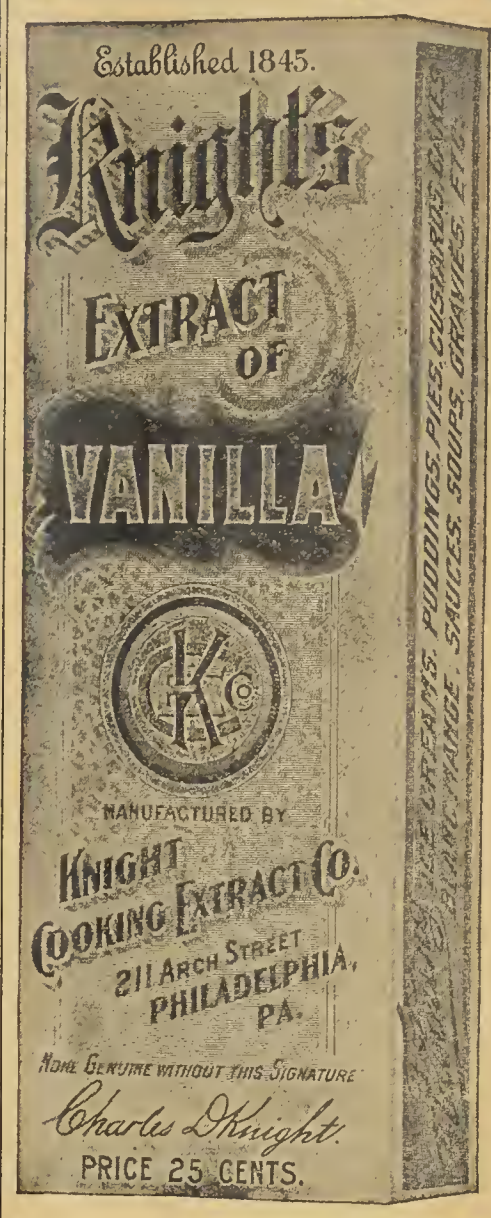
With a small **Quaker City Peanut Butter Mill,** which we will send thirty days on trial, you can make your own peanut butter, freshly, economically and profitably.

You can make more money on what you make, than on the same thing bought from somebody else. Always re- member that.

Write for some keenly in- teresting reading matter.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.

This Tells the Tale



¶ A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no house- wife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.



No. 380.—Don't Place Fire Insurance With Anybody You Don't Know About.

Several months ago, in the course of an article on one phase of insurance, I said that a man who placed fire insurance with anybody but the home office, or an accredited general agent or branch manager, should always see to it that the solicitor had authority to accept the business, and that he actually forwarded this particular business and had it accepted by the company. Otherwise the company might avoid paying the loss if there was a fire. The situation which I contemplated was the precise situation reported in the following letter:—

Springfield, Ohio.

A few weeks ago I placed some fire insurance on store building and warehouse with a young chap who had been acting as solicitor for a Pennsylvania company. I was anxious to help him along, so I gave him the insurance instead of to a local agent, who represented other companies, and who had handled most of my insurance for several years. A few days after I gave the order and paid the premium to this young fellow, he came in and said the inusrance was in force and he would send me the policy as soon as it arrived. I never got the policy; in fact, I was absent from business after that and it slipped my mind. We had a fire last month, loss $1,300, and the company says the order was never received by them and they therefore are not liable. Was not the solicitor an agent of the company, and when I gave him the order—at his own solicitation—and paid him the premium, was it not the same as if I had done it to the company iself? Would you not advise me that the company was bound in this case?

R. M. & Co.

I am much inclined to believe that the company is not bound and that this correspondent must stand the loss himself. Of course he can either arrest the solicitor, or he can sue him for damages for misrepresentation, but both of these remedies are quite unsatisfactory compared with collecting the fire loss.

When insurance is placed direct with the home office of an insurance company, of course the company is bound from the minute it accepts the order. And when insurance is placed with a general agent located in some outside town or city, the company is bound in the same way, because the general agent of an insurance company always has authority to solicit and accept business, and to bind the company *when* he accepts it.

But when you place business with a solicitor—even a solicitor of the home office or of the general agency in your town—you are taking a risk, because a solicitor's authority is usually limited to soliciting applications and submitting them to his superiors, who can reject them if they like. When an application is submitted to a superior and accepted, then the company is bound and not before. Until then, the matter is open. If the solicitor puts the premium in his pocket and the application in his desk, of course the company is not bound, because it never got into the matter at all. That seems to have been the case here.

As a recent Western case, where the facts were somewhat similar (National Union Fire Insurance Co. vs. School District, 182 S. W. 547, Arkansas Supreme Court) puts it:—

There was no contract of insurance here, because the agent had only the power to receive and forward applications, and the company could always refuse or accept an application at its discretion. One who gives business to a soliciting agent is bound to know the extent of the agent's power, he cannot assume that the agent has unlimited power.

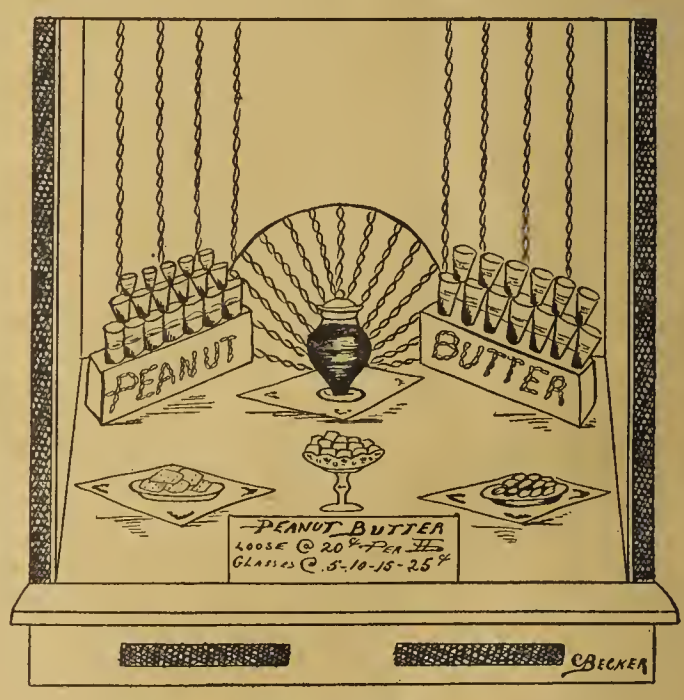
I have repeatedly said that more carelessness is exhibited by business men toward their insurance matters than toward anything else. This case is exactly in point, in these respects:—

1—This correspondent evidently made it easy for the solicitor to steal the premium by making the check out to his order or paying him in cash. I assume this, but of course I may be wrong. Checks for insurance premiums should always be made out to the company or to the accredited general agent, *never* to a solicitor.

2—This correspondent went away and forgot to get his policy. Had he kept after it and demanded it, the fraud would have been discovered and he could have protected himself before the fire.

The same pressing need to know that an insurance agent with whom you are dealing has authority to bind the company extends to other matters than accepting business. It extends to such matters as changing the terms of a policy or granting concessions and extensions, which things are done thousands of times every day. An agent may not have power to do these things, though he may have power to do everything else. When such things are asked of an agent it is the duty of the person asking to know that the agent has authority to do it. He should not rest until he has the company's O. K. It is all right for the agent, when you ask him, to say "Oh, certainly, I have authority to do that. I do it a dozen times every day." That will not help you if something arises and the company refuses to be bound on the ground that the agent lacked the authority to bind it in this respect. Hundreds of policies have been made invalid in exactly this way.

Weekly Window Display Suggestions



Peanut Butter Display.

This is a good time to display peanut butter, and also some confections made with it. Cover the bottom of the window with light green crepe paper. Directly in front place a sign card giving prices for loose peanut butter and that in glasses. In back of this display some peanut butter fudge on a tall glass dish, and at each side place a paper napkin. On one place a plate of cracker peanut butter sandwiches, and on the other a dish of home-made cream chocolates, with peanut butter filling. In the center, to the rear, on a paper napkin, display some of the loose butter in a large jar. Cover two long boxes with the green crepe paper—have them wide enough to hold all sizes of glasses, as shown. The letters to form the words "Peanut Butter," made with large perfect peanuts, can be held in place by putting some glue on each nut, but be sure to use it thick enough to hold them securely. Form the arch between the boxes by bending a hoop and covering it with the green crepe paper. Then cut some of the paper in two-inch strips, twist them and arrange as shown in the illustration.

If you deal with anybody but the ome office in such matters, you are ot safe until you have the com- any's written O. K.

(Copyright, September, 1916, by Elton J. Buckley.)

NOTE.—Requests for information in is department should tersely set out full all the facts bearing on the case, id all questions should be carefully amed to avoid misconstruction. Write one side of the sheet only. Letters ould be received at this office not ter than Tuesday of each week, to en- ire an answer in the Monday's issue llowing. The signature and address the writer must accompany all in- iries, and will be published un- ss there is a request not to do so. All quiries received will be answered ithout charge. Address all communi- tions to Legal Editor "Modern Mer- ant and Grocery World."

ITEMS OF GENERAL INTEREST.

taple Food Yields a Disappointment.

The National City Bank, which keeps ose watch on everything that affects siness, says the staple food crops are disappointment. Here is an extract om a statement sent this paper:—

The crops are a disappointment. We have been favored with two extraordinary crop yields since the war began, and in the natural order of things could hardly hope for more. We are far from a crop failure, but the yield is sufficiently short to make prices higher for consumers, and they were already high enough to intensify the demands for more wages. The corn crop has been cut down by drought to about 2,500,000,000 bushels, and this inevitably means dear meats. Hogs have been selling on the Chicago market above $11 per hundred weight, and the great consumptive demand for meats is scarcely satisfied. Canadian buyers have been taking hogs freely from Chicago at the highest prices. The wheat crop is badly hurt, the total yield probably not exceeding the requirements of this country for food and seed. Fortunately, there are important stocks in this country carried over from the two big crops of 1914 and 1915. British grown wheat has been selling in the interior markets of England above $2 per bushel, and it has seemed quite possible that that price might be reached in the United States. The market went off heavily on the news of Roumania's entrance into the war, on the theory that the Dardanelles might be open before the end of the crop year, and Russian and Roumanian wheat brought out.

Answer These Ten Questions.

A speaker at a recent trade convenon asked the delegates the following en questions, covering the interesting nd important question of knowledge of ne's business:—

1. Are you making money?
2. How much?
3. How do you know? Do you know at all times that you are making money?
4. What does it cost per mile to operate your automobile delivery? Did you ever stop to figure that out?
5. What is the average mile that an automobile delivery makes on a gallon of gasoline? Did you ever stop to figure that out?
6. What does it cost to deliver each package, including the approvals and calls that you go for?
7. What does it cost to send out monthly statements?
8. What does it cost for collectors to call upon delinquents, including car fare when necessary?
9. What does it cost in salesmen's salaries to sell goods?
10. What does it cost to lay down your freight and express, and what do you make on every dollar you sell?

Now, it costs to operate an automobile, according to my figures, figures, 11.8 cents per mile, the average is thirteen miles to a gallon of gasoline. In the delivery of packages it costs 6.5 cents, and that includes, as before stated, the approvals and the calls for deliveries. The month statements cost 4.7 cents to send them out. It costs 10 cents to call on delinquents who have not paid their bills; that includes car fare when necessary. It costs for salesmen to sell the goods, 3.2 cents to 8.7 cents, according to the departments and according to their efficiency. It costs 2.3 cents to lay down freight and express.

Food Products Up Twelve and a Half Per Cent. Since the War and Sixty-one Per Cent. Since 1904.

Babson, the statistician, says food products as a class have advanced 12½ per cent. since the war opened and 61 per cent. since 1904.

Apples were $1.25 a barrel wholesale in 1904, a decade before the war, and are now $2.

Beef was $4.75 per hundredweight wholesale in 1904 and is now $7.

Beans were $2.80 a bushel wholesale in 1904 and are now $6.25.

Bacon was 7 cents a pound wholesale in 1904 and is now .147 cents.

Butter was 18½ cents a pound wholesale in 1904 and is now 34 cents.

Cheese was 8 cents a pound wholesale in 1904 and is now 18.

Coffee was 7 cents a pound wholesale in 1904 and is now 9½.

Cocoa was 11 cents a pound wholesale in 1904 and is now 18.

Codfish was $6 a quintal wholesale in 1904 and is now $8.

Eggs were 18 cents a dozen wholesale in 1904 and are to-day 40.

Flour was 5½ cents a pound on an average, wholesale, in 1904, and is now 8½.

Lard was 8 cents a pound wholesale in 1904 and is now 14.

Mackerel was $17 a barrel wholesale in 1904 and is now $20.

Milk was generally 5 cents a quart in the city, and an equivalent grade is now 10.

Mutton was 7¼ cents a pound and is now 16, and a month ago was 17.

Salt pork was $13 a barrel and is now $28.

Potatoes were $1.25 a bushel, where they are now $3.

Rice was 4 cents a pound, where it is now 5½ cents.

The following articles have risen 12½ per cent. since the beginning of the war in 1914: Wheat, corn, oats, barley, rye, flour, beeves, sheep, hogs, horses, mutton, milk, eggs, bread, bacon, beans, butter, lard, cheese, mackerel, codfish, coffee, sugar, tea, molasses, salt, rice, beans, peas, potatoes, apples, cranberries, peanuts, lemons, raisins and currants.

Crackers and Coffee Must Be Fresh and Clean

in order to be a success. The cracker baker and the coffee roaster must take care of the flavor and goodness, but keeping the product clean and fresh is a duty that can be left satisfactorily to



Heekin Heavy Duty Steel Cans

Used for crackers, they retain the crispness, flavor and prevent over moisture. Size, 15½ x 27¾ in.

Used for coffee, they retain the aroma, bouquet and keep out dirt and dust. Size, 15½ x 20¾ in.

Plain, lacquered or stenciled with attractive designs prepared by our artists.

Prompt service. Small quantity orders cost no more per can than large ones.

Heekin Can Co.

New St. and Sixth Ave., Cincinnati, Ohio

"Heekin Can since 1901"

Rumford

THE WHOLESOME

BAKING POWDER

Its good name, among housewives, for perfect leavening and dependable character—and the unusual profit it gives to the grocer—makes Rumford popular.



***Sell It*—to give Satisfaction**

***Push It*—to get Profit**

RUMFORD CHEMICAL WORKS,
Providence, R. I.

P.65

Why Food Manufacturers Let Cut-Price Drug Stores Slaughter Their Goods in One-Cent Sales

New York Retail Grocers' Association Protests to Manufacturers Who Did This With the Riker-Hegeman Co. Many Manufacturers Defend Themselves. Typical Letter from Van Camp Co.

The New York Retail Grocers' Association is raising quite a time with manufacturers of food products who alllowed the Riker-Hegeman Co. to include their products in their one-cent sales. In the one-cent sale, two articles are sold at one cent more than the price of one. That is, if the price of one is 25 cents, two are sold at 26 cents. The chain store drug concern holds these sales wherever they have stores, and of course for the time being they demoralize the market for all the products so sold.

The New York organization made a list of all the food manufacturers represented in the sale, and wrote them all a letter of protest. Many answers were received, a typical one being the following from the Van Camp Products Co.:—

> To give you the facts in the case, we first wish to state that the article (Van Camp's Soups) and one other article (Van Camp's Catsup) which were sold to The Riker-Hegerman Co., are two articles which are not generally stocked and sold by the retail grocery trade on this market.
>
> We are able, not by guesswork, but by actual figures based upon information obtained by our own salesmen, to state to you that Van Camp's Soup is not carried by more than 5 per cent. and Van Camp's Catsup not more than 2 per cent. of the grocery trade in the greater New York and surrounding markets.
>
> Please bear this in mind, that only 5 stores out of 100, so far as soup is concerned, and not more than 2 stores out of each 100 stock Van Camp's Catsup.
>
> This is not due to any lack of profit which we offer the retail grocery trade on these articles, because they are now handling other brands at a very much smaller margin of profit.
>
> It is not due to the fact that Van Camp's quality is not equal to any manufactured in the country, but is very largely due to the fact that the retail grocery trade will not, as a rule, extend the amount of co-operation to the manufacturer which they are always ready to demand from him.
>
> We are always ready and willing to return a yard of co-operation for one inch which is extended to us, but in the absence of any co-operation, we are certainly at liberty to advertise and distribute any of our products in any way which we deem best for our own benefit.
>
> We consider the Riker-Hegeman sales an advertising scheme, particularly as an article advertised under their 1-cent sale cannot be purchased at their stores at less than the full retail price at any time except on their sales days. As a matter of fact, the Riker-Hegeman Co. exact 10 cents for one can of soup at all times, except sales days, while the average retail grocer is selling a 10-cent article of that kind, as a rule, at three cans for 25 cents, or 8 cents per can.
>
> We have been careful not to sell the Riker-Hegeman Co. any product under the Van Camp label that has a fair distribution on this or any other market. You will notice that we have not sold this firm Van Camp's Milk, Van Camp's Pork and Beans, or any other article except, as stated above, soup and catsup, which are not stocked by the trade.
>
> The fact that we have not sold this firm any Van Camp products which are now handled and stocked by the retail grocery trade is not due to the fact that they did not ask us to sell it to them, but is due to the fact that we absolutely declined to sell them any article which had a fair distribution among the trade, or any article upon which we received a fair measure of co-operation from the grocery merchants.
>
> A merchant who has refused to stock and carry Van Camp's Soup and Van Camp's Catsup, but carries only competitive brands, has no just or fair cause for complaint. As a matter of necessity we are obliged to sell our products to such people who are willing to buy them. If we were compelled to stop entirely the sale of an article simply because a number of retail grocers refused to handle it, we would be the ones who would be harmed and not the retail grocer.
>
> VAN CAMP PRODUCTS CO.

Many other letters of similar tenor were received. The reading of the above inspires the following reflections:—

1—It seems to take the attitude that the grocers who sell the Van Camp products which were cut, are only entitled to protection from wildcat drug store competition when there are quite a number of them. If only a few faithful grocers have started in to handle the goods, they are entitled to no protection whatever.

2—If the Van Camp Company is seeking a way to forever prevent the grocery trade from taking up the products it names, it would see as if this plan of authorizing cu price drug stores to slaughter the would be fairly effective.

3—If grocers really prefer selli other brands of soup and catsup cost, to selling Van Camp's at profit, it would appear on t surface as if there were somethi very wrong with Van Camp's.

Is This Good Beef Cutting?

A test of a 140-pound hind of b made by the Chicago Retail Butche Association was presented at Omaha cently for discussion. Fifteen and o half cents per pound was paid for t hind and after every available part w weighed and priced the following ta will demonstrate what the butcher wo receive for the hind at these prices:—

Tip, 30 lbs., at 25 cents.....	$7 5
Flank trimmings for hamburg, at 2 10-16 cents.....	3
Suet, 2 12-16 lbs., at 8 cents..	2
Kidney, 1 lb., at 10 cents.....	1
Flank, 4 4-16 lbs., at 15 cents.	6
Flank steak, 2 lbs., at 20 cents,	4
Sirloin, 16 9-16 lbs., at 25 cents	4 1
Rump, 19 lbs., at 20 cents....	3 8
Round steak, 29 13-16 lbs., at 22 cents	6 5
Heel, 6 4-16 lbs., at 16 cents..	1 0
Shank, 5 14-16 lbs., at 14 cents	8
Bone, 7¾ lbs., at 4 cents.....	3
	$25 7
Trimmings	3
	$26 1
Original cost, 140 lbs., at 15½ cents	21 7

Any butcher can take his pencil a make deductions to arrive at what pr was made, taking into considerat time of cutting, delivery charges, cost, rent, cost of wrapping paper a several items of expense not mentio that every butcher must allow for. T shows a profit of less than 2 per c on cost.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

From a Blue Sky

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

Did it ever strike you that the other fellow is getting some of your trade? Why? Maybe you are not handling goods that make and hold trade for you. Our Syrups do both

SYRUPS—Our Table Syrups are so well known, and the quality runs so uniform, that our customers order "same as last," knowing they will get just what they want—in fact there is nothing nicer to be had. Our ***Challenge Table*** is a wonder; ***Royal Table,*** delicious flavor; ***Gilt Edge, Very Best, Starlight, Extra Amber, King "B," White Clover, Crescent,*** etc. Try them. We also have Fancy Ingleside N. O. Molasses in barrels, Cruiser Baking Molasses, and a full line of Canned Syrups and Molasses.

CANNED PEAS—How popular Canned Peas have become—this last two years the quality has been fine and prices reasonable. We have a special this week on Sifted Early June, something a little better than standard goods. Uniform in size, clear liquor and good flavor. "You No" Brand, packed in Delaware, price per doz., 90c., or in 10-case lots at 88c.

BROOMS—Of course they always sell—some seasons of the year better than others. Here are two lots we offer as a drive, buy them and use them as a leader, Three-tie Leader Brand, per doz., at $2.15; Four-tie Daisy Brand, per doz., at $2.50.

FRUIT JARS—Will you have enough to supply your trade, the preserving season is on and will last all the month? Ball Bros., pints, per gross, $4.70; quarts, $5.10; half gallons, $7.50. Extra Caps and Jar Rubbers.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

The Science of Retail Advertising

This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon reguest, and to the suggesting of original advertisements when data is supplied. All communications sent in for this department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up in strict rotation.

Shepherdstown, Pa., August 25, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed you will find a letter which I have been thinking of mailing to my customers. I will use a mimeograph in writing these letters and will use the inclosed blank form for this purpose. There are about forty families within a quarter mile of this store and a good agricultural country surrounding this place. Shepherdstown is nine miles from Harrisburg and three miles from Mechanicsburg.

Will you please examine the inclosed letter and make the necessary corrections, or write a letter that would be your choice, considering what I have told you. I have not done very much advertising of this kind and would like your opinion of it. There are about four newspapers in this territory, but would be expensive to advertise in all of them and otherwise could not reach all of the families in this territory.

Your kindness in this affair will be greatly appreciated and will thank you for any information you can give. Yours truly,

M. E. SPAHR.

Mr. Spahr has been given a personal letter of advice, but for the general good I will discuss the matter a little here. I reproduce the letter which he intends to send out:

Shepherdstown, Pa., August 25, 1916.

Dear Friend:—In looking over my stock of shoes, I find many numbers I am compelled to drop, owing to scarcity and advance in all kinds of leather. These numbers comprise shoes for men, women, children and infants. Many of these shoes are better value than can be purchased for the same price on to-day's market, and will be sold at a price, in order to close out quickly, that will be a saving to you of 25 cents to one dollar per pair.

Thanking you for your patronage in the past and soliciting your future orders, which will have our careful attention,

Yours truly,
M. E. SPAHR.

I have written Mr. Spahr that I consider this letter much too general. If I were a farmer, living some distance from this store, and got one of these letters, I should probably not be tempted to go any further with it, even if I needed a pair of shoes. I think some inkling ought to be given of what he has. I don't suppose there will be a great lot of offerings in this sale. It would hardly take a lot of space to describe some of them. The introduction is all right, but I should have followed it up by describing at least six sample offerings, two for men, two for women, and two for children. For instance:—

Men's High Tan Shoes

I can't get any more of these shoes, so I am going to cut the price of the few pairs I have to move them quickly. I have most sizes, but only a few pairs all told. An exclusive looking boot, in dark tan, flat sole, splendid last and leather. Can be worn all winter. I never sold a pair under $4, and they were closely priced at that.

All I Have Left $2.95

Some merchants think it good business to make a letter of this sort general, believing people will come in anyway and if they don't find what they want, will buy something else. These dealers argue that if you are specific, tell all the sizes and carefully describe everything, customers won't come in if they don't see what they want among your description. I don't agree with this. I think more people are apt to say, when they get a general letter, "Oh, they're sure not to have what I want," and stay away altogether.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 **Dorchester, Mass.**

It isn't reasonable to expect the same pay for one minute's work as for ten minutes' work.

If a retailer gets half as much profit for his one minute's work in selling an advertised brand, that he gets for his ten minutes' effort to sell an unknown and unwanted brand, he is obviously making more money out of the advertised brand than he is out of the unknown brand.

In selling goods, time is money.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 137.

We have a 200 account Perfection Account Register in good shape; cost $45, will sell for $15. A five-station cash carrier used in grocery; will sell for $25. LEE & COPELAND,
1146-48 Water St., Meadville, Pa.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen; 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & Co.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Pow der, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washin Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin six compartment, approximate measur ments, 20 x 37 x 48; cost new $20 eac at $5 each.

Two Loose-Wiles Biscuit and Cook Racks, 20-can capacity; cost $5 each, $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted si cans, 20c. to $2.25, U-Auto Varnish; c be applied with a cheese cloth; exteri and interior, at 40 per cent off reta list.

W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 142.

50 cases 12-oz. A. P. W. Full Weig Brand toilet paper, 100 rolls to a cas $6 case.

10 cases Picnic California Apricot 85 cents doz.

15 cases Indian Cornstarch, 75 cen doz.

50 cases Sano Cleanser, 4, $2 case.

15 cases ½-lb Yellow Tail Fish, cents dozen.

20 cases assorted Nesnah, 60 cen doz.

25 cases No. 2 Red Cherries, 75 cen doz.

15 cases No. 3 New York Sta Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 cen doz.

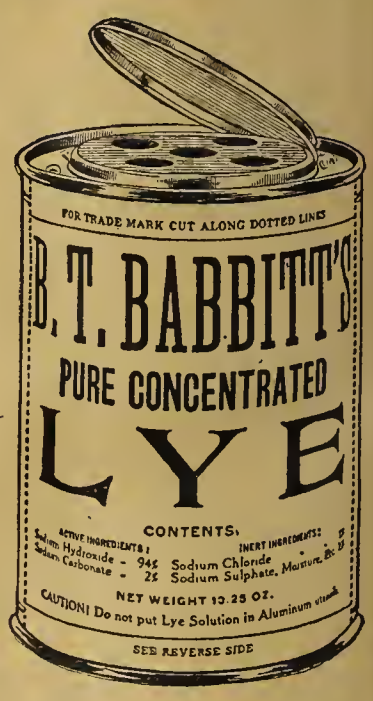
20 gross Sanitary Jar Caps, 50 cen gross.

WITMAN BROS.,
40 N. Tenth St., Harrisburg, Pa.

BABBITT'S
PURE CONCENTRATED LYE

"Keeps its strength to the greatest length"

and that's why consumers know it's "The Lye to Buy." There are many uses for lye and its virtue all lies in the way it is made, just as its sale depends on the way it's advertised. We keep up its quality and strength. It is unequalled as a home soap maker, disinfectant and deodorizer. The new sifter top tin makes it handy for the consumer to use. Call your customers' attention to this new package and you have additional sales and profits. The Trade Marks are good for valuable and useful presents.



B. T. BABBITT, Inc.

NEW YORK CITY

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern erchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in stage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

ANTED.—Grocers' tea and coffee lesman to handle my line of store xtures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

OR SALE.—Stock of general mer- andise and fixtures, invoice about ,500; in town of 600, in York County; urches, schools, manufactories and od farming country; rent low for ore and dwelling; sickness and death use of selling. Address A. B., care rocery World Publishing Co., 927 Arch t., Philadelphia. 13

OR SALE.—Best of all, general store d huckster route in the heart of Ly- ns Valley, three and a half miles east Millersburg, Pa. New buildings and ock and the only store in this place. mount of stock, $4,500; can turn ock four times a year. Will sell stock d buildings at a reasonable price. arge school and three churches at this ace. Reason for selling, on account sickness. Address J. W. Strawser, llinger, Pa. 12

FOR SALE.—General store in Leb- on, Pa.; partner is leaving the city ason for selling. Will sell at inven- ry stock and fixtures complete, about ,500. A good investment for a good rty. Investigation will prove the busi- ness a good one. Act quick. Address C. W. Rettew, Fifth and Locust streets, Lebanon, Pa. 11

FOR SALE.—A first-class grocery and general merchandise store in town of 800 population. Close to depot and trolley. The stock at inventory. Properties in first-class condition; been under one name for 48 years; reason for selling, to close an estate. Only those meaning business need to apply. Will meet buyers by apppointment. Address A. H. Trumbauer, Coopersburg, Pa. 11

FOR SALE.—Complete store stock, buildings and farm of 20 acres of the most fertile la- l, suitable for truck farm, situated in the heart of Lykens Valley, on State highway, 7 miles east of Millersburg, Pa.; close to school and church. Will sell store stock at inventory, amounting to from $4,000 to $4,500; good buildings, brick house, large enough for two families. Will sell at a reasonable price. No old stock or bad accounts. For further particulars address Mrs. H. A. Romberger, Curtin, Pa. 11

FOR SALE.—Stock and fixtures and lease of old-established general merchandise store, fifteen miles from Philadelphia. Cash business $22,000 last year. Address A. M., care Grocery World Publication Co., 927 Arch St., Philadelphia. 12

FOR SALE.—General country store property and stock about $7,500, doing a business of $25,000 per year on stock of less than $4,000, with two men and light helper. A rare chance; in rural district; convenient to churches, schools, railroad, etc. No huckster routes; no books. Can be increased $5,000 without much effort. Buildings new. Address "M. K.," care "Modern Merchant and Grocery World." 11

WANTED

WANTED.—Would like to buy a ribbon case that will hold about 250 bolts. Can you locate one for us? Goods delivered f. o. b. our station. Address P. L. Glase, Son & Co., Oley, Pa. 11

WANTED.—A paper baler; must be cheap and in fair condition. Let me hear what you have to offer. Address S. A. Boyd, Kingston, Pa. 11

MISCELLANEOUS

FOR SALE.—Hand picked apples, summer and fall varieties. Well filled cloth top barrels containing about 3 bushels for $2.25 per barrel. Cash or A-1 reference. Address W. B. Zullinger, Mt. Holly Springs, Pa. 11

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, SEPTEMBER 11, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	CO
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Sardines, Angus Watson & Co.
Cocoa, Blooker's
Eggs
Flour
Peas
Provisions
City Pure Lard

DECLINES.

Beans

—1—

SUGAR.

	Barrels.
Cut Loaf	8.30
Eagle Tablets	9.15
Crystal Dominoes, 24 5-lb. pkgs	10.15
" 60 2-lb. pkgs	10.15
Patent Cubes	7.65
Confectioners' Lozenge	7.30
Powdered	7.25
Fruit Powdered	7.15
Dessert and Table, 2-lb. cartons, 48 lbs.	7.45
Granulated, fine or standard, McCahan	7.20
" " Franklin	7.20
" extra fine, bbls	7.15
" " 2.lb. bags	7.55
" " 5-lb. bags	7.55
" " 10-lb. bags	7.45
" " 25-lb. bags	7.35
" " 100-lb. bags	7.15
" coarse	7.30
Confectioners' Crystal A	7.15
A Confectioners'	7.05
A No. 1	7.00
A No. 2	6.95
Franklin B	6.80
Extra C	6.55
C	6.40

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls ..... per doz.	.75
Mica, ¼ gross ..... per gross	3 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz ..... per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ...	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" imp., ½ gross	"	2.15
Floto's, improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.37
" extra, 60-lb. tubs	.36
" first, "	.35
" second, "	.34
" third, "	.33
" dairy, extra, bakers' use, 30-60 lbs	.28-.31
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.37
Print Butter—	
Prize	.33
Gurnse, lbs. and ½ lbs.	.40
Awltru	.39
Honebe	.37
Star or S. D., 1 lb., 20-50 lb. bozes	.41
B. B., E. D., 20-50 lb. boxes	.40
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.39
Sheaf ("400"), Elgin, 20-50 lb. boxes	.38
Sheaf	.38
White Rock	.40

CANDLES.

	Per
P. & G., 8s, 30 lbs	.10
" 16s, 30 lbs	.11
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.05
Searchlight, hotel, 16s, 30 lbs	.06
Peerless, hotel, 16s, 30 lbs.	.05
Bright Light, 16s, 30 sets to box ..... per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gr
Half gallons	7.60
Quarts	5.25
Pints	4 90
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.60
Single lip, wide, 1 doz. cartons	.60
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.30

	Per
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.25
" " medium	.20
Black rubber, medium	.20

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gr
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz. ..... per doz.	.1

CATSUP.

Snider's—	Per d
16 oz., 2 doz	2.00
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.90
Tabasco, ½ pint, 2 doz	.90
Beech-Nut—	
Pints	2.20
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per c
Small, 25 bottles	2.80
Medium, 25 bottles	4.40
Large, 12 bottles	3.50

—5—

CANNED GOODS.

aked Beans—
Ritter's 1.00
B. & M., No. 2 ..... 1.20
Campbell's, 16 oz., tomato sauce or Boston style ..... per case .....
Snider's, No. 2 ..... 1.40
Van Camp's, No. 2 ..... 1.40
Cruikshank's, No. 2 ..... 1.35
Heinz's, No 2 ..... 1.40
Dog's Head, No. 3 ..... 1.45
Vitcory, No. 1 ....
omatoes—
Standard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .80
" " No. 3 ..... 1.10
ima Beans—
Standard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
Fancy, small, No. 2 ..... 1.65
tring Beans—
Standard, New York, No. 2 ..... 1.10
Extra fancy, New York. No. 2 ..... 2.00
Fancy, New York, No. 2 ..... 1.50
Standard, Maryland, No. 2 ..... .60
ed Kidney Beans—
Standard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... 1.00
orn—
Standard, New York, No. 2 ..... .90
Fancy, New York, No. 2 ..... 1.00
Standard, Maryland, No. 2 ..... .85
" Maine, No. 2 ..... 1.25
Fancy, Maine, No. 2 ..... 1.25
Shoe Peg, No. 2 ..... .85
Whole grain, No. 2 ....
eas—
Standard, New York, No. 2 ..... 1.15
Sifted, New York, No. 2 ..... 1.50
Extra sifted, New York, No. 2 ..... 2.00
Standard, Southern, No. 2 ..... .85
Sifted, Southern, No. 2 ..... 1.00
Extra sifted, Southern, No. 2 ..... 1.40
Standard, Indiana, No. 2 ..... .85
Sifted, Indiana, No. 2 ..... 1.00
Extra sifted, Indiana, No. 2 ..... 1.40
Standard, Wisconsin, No. 2 ..... 1.10
Sifted, Wisconsin, No. 2 ..... 1.40
Extra sifted, Wisconsin, No. 2 ..... 2.00
eets—
Standard, New York, No. 2 ....
" " No. 3 ..... 1.25
" New Jersey, No. 2 ....
" " No. 3 ..... 1.10
uccotash—
Standard, New York, No. 2 ..... 1.00
Fancy, New York, No. 2 ..... 1.25
Standard, Maryland, No. 2 ..... .95
Fancy, Michigan, No. 2 ..... 1.20
sparagus—
Small, No. 2½ 2.00
Medium, No. 2½ 2.20
Large, No. 2½ 2.50
Tips, No. 1 ..... 2.25
umpkins—
Standard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
pinach—
Standard, Maryland, No. 3 ..... 1.05
our Krout—
Standard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .70

California Canned Fruit.

pricots—
Extra, No. 3 ..... 2.75
" No. 2½ 2.25
Extra Standard, No. 2½ 1.90
Standard, No. 2½ 1.75
artlett Pears—
Extra, No. 3 ....
" No. 2½ 2.50
Extra Standard, No. 2½ 2.30
Standard, No. 2½ 2.15
hite Cherries—
Extra, No. 3 ....
" No. 2½ 2.90
Extra Standard, No. 2½ 2.75
Standard, No. 2½ 2.40
eaches, Lemon Cling, Sliced—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
eaches, Lemon Cling—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
eaches, Yellow Crawford—
Extra, No. 3 ..... 2.80
" No. 2½ 2.00
Extra Standard, No. 2½ 1.70
Standard, No. 2½ 1.40

Eastern Canned Fruits.

pples—
New York State, No. 3 ..... .90
" " No. 10 ..... 2.75
ackberries—
In syrup, No. 2 ..... 1.35
In water, No. 2 ....
lerries—
White Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
eaches—
Table, No. 3 ..... 1.35
Seconds, No. 3 ..... 1.15
Pie, No. 3 ..... .85
ears—
Bartlett, Extra Standard, No. 2½ 2.00
Keifer, syrup, No. 3 ..... 1.25
" water, No. 3 ..... .90
ums—
Heavy syrup, No. 2½ 1.25
Light syrup, No. 2½ 1.00
ueberries—
Maine, in water, No. 2 ..... 1.40
awberries—
Extra preserved, No. 2 ..... 1.80
Preserved, No. 2 ..... 1.60
In water, No. 2 ..... 1.20

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Pineapples—
Hawaiian, Extra, No. 2½ 2.15
" Standard, No. 2½ 1.90
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " bigh oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgi., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ⅛s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	23.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, ollve oll, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, ollve oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, ollve oll, 100	13.00
"Herringlets," ollve oil, 50	9.00
Boulllon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ⅛s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ⅛s, 200	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ⅛s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ½s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ¼s, 100	7.00
Underwood's, ½s, 50	4.50
Pickert's, Crown brand, ½s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 2 doz	23.35

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Libby's—
Compressed, No. 1, key, 2 doz 2.40
" No. 2, key, 1 doz 4.45

Chipped Beef.

Armour's—
Shield, No. ½, 2 doz 1.50
" No. 1, 2 doz 2.50
Veribest, tins, small, 2 doz 1.65
" " large, 1 doz 2.65
Libby's—
Peerless, small, 4 doz ..... .95
" medium, 2 doz 1.40
No. ½, glass, 2 doz 1.85

Sausage.

Armour's—
Vienna style, No. ½, 2 doz ..... .92½
" No. 1, 2 doz 1.85
" No. 2, 1 doz 3.70

Sliced Beef.

Armour's—
Glass, small 1.65
" large 2.65
Swift's—
Premium, No. 1, glass 3.50

Loaf Goods.

Armour's—
Beef, No. ¾ 1.40
Chicken, No. ¾ 2.25
Ham, No. ¾ 1.40
Veal, No. ¾ 1.40

Roast Beef.

Armour's—
No. 1, 2 doz 2.40
No. 2, 2 doz 4.50
Libby's—
No. 1, 2 doz 2.20
No. 2, 1 doz 4.32½
Kingan's—
No. 1, 2 doz 2.50
No. 2, 1 doz 4.85

Lunch Tongue.

Armour's—
Whole, No. ½, 2 doz 2.05
" No. 1, 2 doz 3.60
Libby's, No. 1, 2 doz 2.70

Whole Ox Tongue.

Armour's—
Whole, No. 1, 1 doz 5.75
" No. 1½, 1 doz 8.45
" No. 2, 1 doz 9.20
" No. 2½, 1 doz 12.20
" No. 3, 1 doz 15.85
Libby's, No. 2½, 1 doz 11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Devilled—

	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—
Chicken, No. ¼, 2 doz 1.65
Libby's—
No. ¼, 2 doz 1.62½
R. & R., No. ½, 4 doz 2.75

Boned Meats.

Armour's—
Chicken, No. ¼, 4 doz 2.15
" No. ½, 2 doz 3.45
" No. 1, 1 or 2 doz 6.30
Turkey, No. ½, 2 doz ....
" No. 1, 1 or 2 doz ....
Curtice Brothers' Blue Label, in tins—
Chicken, No. ½ 3.55
" No. 1 ..... 6.25
Turkey, No. ½ 3.55
" No. 1 ..... 6.25
Whole Rolled Ox Tongue, No. 2 ..... 16.00
Boneless Whole Ham, No. 1½ 11.50
" " No. 2½ 16.00
All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 2 dozen.

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SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Tbick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90

Campbell's, No. 18, 10½ oz., 4 doz.— Per case
Tomato 3.80
Other kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb. ..... per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅙-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hersbey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ⅛-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ⅛s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

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Almond Milk Chocoicte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.30
Bensdorp's Royal Dutch Cocoa—	Per can.	Per
12 lbs. in box.		
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50
Bensdorp's Chocolates—		Per
6-lb. boxes, 24 boxes in case.		
Sweet Vanilla, 4 cakes to lb		.28
" 8 cakes to lb		.28
Milk Chocolate, 6 cakes to lb		.45
" 12 cakes to lb		.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case		.30
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case		.56
Bensdorp's Cooking Chocolate—		Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case		.30
Bensdorp's Turinos—		
5 lbs. in box, 20 boxes in case		.50
1 lb. boxes, 30 boxes in case		.55
½ lb. boxes, 60 boxes in case		.55
⅓ lb. boxes, 90 boxes in case		.56
Van Houten's—		Per tln
Cocoa, 12-lb. boxes, 1-lb. tins		.65
" 12-lb. boxes, ½-lb. tins		.36
" 6-lb. boxes, ¼-lb. tins		.18
Stollwerck's Gold Brand Cooking Chocolate—		Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs		.37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes		.40
Stollwerck's Gold Brand Plain Eating Chocolate—		Per box
No. 1, 25 cent size, 6 tablets in box		1.15
No. 3, 10 cent size, 24 tablets in box		1.90
Stollwerck's Gold Brand Milk Chocolate—		
No. 51, 25 cent size, 6 tablets in box		1.15
No. 53, 10 cent size, 24 tablets in box		1.90
Stollwerck's Cocoa—		Per lb.
No. 201, Gold Brand, ⅛-lb. cans, 6 and 12-lb. boxes		.41
No. 220, Gold Brand Milk, ⅛-lb. cans, 6 and 12-lb. boxes		.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.50
Scott Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scott Tissue Roll Towels, standard size 11x15, 150 to roll, 25 rolls	7.00

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.63	¼ lb	.51½
½ "	.75½	½ "	.61½
1 "	1.01	1 "	.82
2 "	1.32½	2 "	1.07½
3 "	1.57½	3 "	1.28½
4 "	1.95½	4 "	1.59
5 "	2.27	5 "	1.84½
6 "	2.77	6 "	2.25½
7 "	3.02½	7 "	2.46
8 "	3.21½	8 "	2.61½
10 "	3.65½	10 "	2.97½
11 "	4.03	11 "	3.28½
12 "	4.28½	12 "	3.49
14 "	5.42	14 "	4.41
16 "	5.70½	16 "	4.72
20 "	6.49	20 "	5.28½
25 "	7.18	25 "	5.85
30 "	7.68½	30 "	6.26
35 "	8.88½	35 "	7.23½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80
Butter, Parchment—	Per pkg.
9x12, 1000 sheets	1.18
Toilet—	Per case
Extra quallty, 100 rolls	7.25
Good " 200 "	
Butter, Wax—	Per pkg
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1.54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom—

	Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl		.55
24½ lbs., ⅛ bbl		1.03
49 lbs., ¼ bbl		1.87

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	Per lb.
No. 2, Manilla, light weight—	
12 in. rolls	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛
Silk Fibre, No. 1—	
9 in. rolls	.05¾
12 "	.05¾
15 "	.05¾
18 "	.05¾
20 "	.05¾
24 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.10
" " small, 6 doz	3.10
" " family size	3.75
Silver Cow, small, 6 doz	3.10
St. Charles, small, 6 doz	3.10
" tall	4.10
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz	3.10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Pails
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

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Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls.	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf,	less
Sap Sago, 3 to lb	cask, per lb.
" " less than cask,	"
Roquefort	12 in case, "
" less than case,	"
Parmesan, about 30 lbs	loaf, "
" less than loaf,	"
Edam, 12 in case	case
"	single
" in tin	per lb.
" 1-lb. tins	per case
Camembert, domestic, wood boxes	per doz. 3.00
" Autocrat brand, large	"
" " medium,	"
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase	per doz.
American Swiss, No. 1	loaf
" No. 1	less than loaf
" square loaves, No. 1, about 25 lbs. each	per lb. .23
Limburger, No. 1	box and ½ box .19
" No. 1	less than ½ box .20
Pinxter, from Holland, in tins	per doz. 2.60
Muenster	per lb. .23
Brick, No. 1	" .22
English Dairy	" .24
Pineapple, picnic size, 6 in box	per box 3.00
" gem size, 6 in box	" 2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4 50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight	per lb.	
Pate de fois Gras, small	per doz.	3.00
American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.29	.30
" Diamond S	.28	.29
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.29	
" Diamond S	.28	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.20
Lachs Ham	"	.43
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	"	
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		14.50
Milkers, " bbls		
" " ½ bbls		

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Marinirte Herring, Imported, about 40 in pail		2.7
Roll Herring, imported, about 25 in pail		
Spiced Herring, imported, about 40 in pail		
Norway Stockfish, dry	per lb.	.2
Matjes Herring	piece	

Bismarck Herring.

Round tins, with key, pint	per doz.	2.6
" " quart	per tin	.4
" " 2 quarts		.7
" " 4 quarts		1.2
Roll Mops, 4-quart tin		1.3
" 2-quart tin		.7
" quart tin		
Kruger's Roll and Brat Haring, oval tins, doz.		

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ⅛ keg	
" ¼ keg	
" ⅛ keg	per doz. 3.0
Original package	per ½ bbl.
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz.
" ½-lb. tall tins	"
" 1-lb. tall tins	" 2.1

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg 3.2
" pint jars	per doz. 5.2
" large tumblers	"
" small tumblers	" 2.0

Russian Caviar.

1-lb. tins	per doz.
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular Si

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl. 12.0
15-gal. kegs, about 500	per 100
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask
48-gal. bbls	per bbl. 5
10-gal. kegs	per keg. 2.
5-gal. kegs	" 1.
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.
" " 10-gal. keg	4.

Sundries.

German Egg Potatoes, bags 110 lbs	per bag
Green Kern	per lb.
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	

COTTOLENE.

Cases, small, medium or large cans	7
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz.
" Club, 2 doz	" 1.
Red Edam	each
Philo Cream, 1 doz. 10c. size	per doz.
Elkhorn Pimento, 1 doz	" 1.

EGGS.

	Per
Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

mond Staple Paste, 5-lb. cans	per lb.	.33
chovies, in oil, 6 ring bottle	per doz.	6.50
" " 3 ring bottle	"	3.25
pers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
nton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
erries in Maraschino, glass, 1 doz.	"	7.00
am Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
rrie Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
ench Peas, extra fine	per case	21.00
:Cann's Irish Oatmeal—		
-lb. cans	per doz.	3.35
lb. cans	per tin	.70
4-lb. cans	"	1.65
intley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
ed Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
lt, stone jars, 4 doz		1.75
eodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
uffles—		Per tin
		.20
		.35
		.60
		1.25
rimps, pickled, small size		.90
" Dunbar's, 2 doz	per doz.	2.75
gs in Cordial, Bishop's, 1 doz	"	6.50
ystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
me Juice, Rose's	"	5.00
ctor Rose Water	"	2.25
" Peach Water	"	2.25
tted Olives	"	5.25
ie Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

OUILLON CUBES AND LIQUIDS.

eero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
neko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
neko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
ebig's Oxo Cubes—		Per doz.
2 4s, 10c. size		.85
2 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
mour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
mour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
mour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

mour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
mour's Fluid Beef Extract—	
Bottles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
resota	9.00
ng Midas	9.50
ld Medal	9.10
llbourne	9.05
Top	9.30
llsbury's Best	9.00
mper Idem	7.85
ide of the West	8.20
nbeam	8.10
aker	8.80
ie Seal	8.10
nny White	9.05
ocker's Best	8.80
luth Imperial	8.75

Prepared Flours.

	Per case
iscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
doz. 14-oz.	1.44
doz. 28-oz.	2.40
Either straight or assorted cases	

Self-Raising Flour.

cker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
cle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
esto, 18 pkgs	1.55
nt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30
co Buckwheat Mixture. 30 10c. cartons	2.25
co Pancake Mixture, 30 10c. cartons	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags, per lb.	.06¾
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel	5.80
Red Kidney, 60 lbs. to bushel	6.05
Peas—	
Green, domestic, bags about 2½ bushel	3.45
Yellow, split, domestic. 1 bushel bags	3.50
Lentils—	Per lb.
00000, 2 10-lb. bags	.12½
Less quantity	.13

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.32½
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.35
" " table, 100 lbs	2.32½
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s, per case	1.80
Pearl, 100-lb. bags, per bag	2.37½
Grits, 100-lb. bags, "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	3.85
No. 3, 100-lb. bags	3.85
Oatmeal—	
B, bbls, per bbl.	6.21
B, 100 lbs, per keg	3.23
Rolled Oats—	
Avena, 180 lbs, per bbl.	5.90
" 90 lbs, per keg	3.07½
" 90 lbs, per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs, per case	2.60
Instantaneous, 50 1s, "	4.00
Colburn's Hasty, 36 pkgs, per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs, per case	3.60

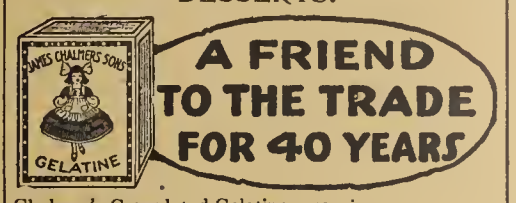
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	.95
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china. 20s	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s	2.80
Old Fashion Scotch Brand Oatmeal, 24s	2.80
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, No. 2, white, round, 24s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.13
Quaker F. S. Farina, 24s	1.65
Saxon Wheat Food, 24s	2.90
Mother's Wheat Hearts, 18s	2.10
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.85
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—		
Pettijohn's Bran Flour, 12s		4.00
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.95
Quaker Whole Wheat Flour, 10s		2.60
Schumacker XXX Graham, 10 10s-20 5s		3.70
Scotch Brand Pearl Barley, 24s		1.85
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.25
Per gross, with 1 doz. free		15.00
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		1.00
5 gross lots, with 3 doz. free		60.00
		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant, powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Bromangelon, assorted, 3 doz		.87½
Jellycon, assorted flavors, 2 doz		.85
Mother's, small, 1 doz		.48
" large, 1 doz		.88
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.80
Minute Gelatine, 15c. size, 36 pkgs	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90



Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" 11 oz., 2 doz	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex. Shore, No. 3	290-340	26.00	13.60	7.00	1.55
Ex. Shore, No. 4	390-440	25.00	13.10	6.75	1.50
Irish, No. 3	350-380	21.00	11.10	5.75	1.30
Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Irish, No. 5	460-500	19.00	10.10	5.25	1.20
Large Cape Shore	100-120	18.00	10.10	5.25	1.20
Med. Cape Shore	160-180	20.00	10.60	5.50	1.25

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs, per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes, per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.10
" medium	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring, per box	.13
Boneless Herring, 10-lb. boxes, per lb.	.13
Smoked Salmon, whole fish, "	.33
Smoked Bloaters, 50s, per box	.....

FRESH FISH.

	Per lb.
Halibut	-.15
Bass Native	-.08
Salmon, fresh	-.17
Eastern Cod	-.13
Croakers	-.07
Large Hake	-.07
Haddock	-.06
White Cat Fish	-.15
Red Cat Fish	-.12
Spanish Mackerel	-.....
Snappers	-.12
Eels	-.12
Rock Fish	-.....
Lobsters	-.43
Flounders	-.08
Large White Perch	.....
Sea Bass	-.08
Blue Fish	.18 -.23
Porgies	-.08
Fresh Mackerel	-.18
King Fish	-.10
Weak Fish	.06 -.12
Butter Fish	-.07
Tile	-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs.	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, ronnd boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
		No. 0.	No. 1. No. 2.
Banner Burners		.60	.65 .80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dasb	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 24 to case	3.90
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08½
Fancy, hand picked	.06
Virginia, choice	.05½
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08
Fermented, 45 grain	.....
" 40 grain	.....
Crulkshank, distilled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.21
" " 10–12 lbs	.21
" " 14–16 lbs	.21
" Skinned Hams	.23
" Cooked Hams	.35
" Bacon	.26
" Dried Beef, insides	.33
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.20
" Skinned Hams, 18–20 lbs	.20
" Picnic Shoulders	.15
Hams, skinback, 18–20 lbs.	.21
" 14–16 lbs	.20
" 8–12 lbs	.21
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.35
" tenders and knucks	.35
" air dried, sets	.35
" " tenders and knucks	.35
Brisket Pork	27.50
Jersey Pork, butt.....per bbl.	29.50
" family..... "	27.50
Breakfast Bacon, rib in	.21
" boneless	.25
S. P. Bellies, 14 lbs. average	.15
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.35
Beef Tongues, smoked, 5–6 lbs.....per lb.	.22
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per c
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per c
Armour's Simon Pure Leaf Lard—	
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.1
Jewel, compound	.1
Cotosuet	.1

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Pure Lard—
ins, 50 lbs. net weight ..... per lb. .16½
ubs, net ..... " .16¼
o. 10 tins ..... 6 in crate 10.25
o. 5 tins ..... 12 in crate 10.32
o. 3 tins ..... 20 in crate 10.40

ıpound— Per lb.
ierces and tubs, about 340 lbs ..... .11½
-lb. tubs ..... .11⅝
-lb. tin pails, 60 lbs ..... .12¾
-lb. " 60 lbs ..... .12⅞
-lb. " 60 lbs 13

DRESSED MEATS.

Dressed Stock— Per lb.
eers ..... .11½-.15
eifers ..... .11 -.14
ows ..... .08 -.12
eal Calves ..... .13 -.16
xtra Calves .... -.18
outherns and Barnyards ..... .10 -.12
ountry Dressed ..... .13 -.15
xtras ..... -.17
ieep ..... .14 -.15
xtra Wethers .... -.16
ambs ..... .17 -.19
xtra Lambs ..... -.20
ogs ..... .12⅝ -.15½

BUTCHERS' SUNDRIES.

h Steer Tongues ..... each .... -.80
Tongues .... -.60
Heads, scalded ..... .50 -.75
etbreads, veal ..... per pair .75 -.80
" beef ..... per lb. .25 -.30
Livers ..... " .25 -.30
Kidneys ..... per doz. 1.25
Livers ..... .10
ails ..... per doz. 1.20
rts, beef ..... per lb. .05
s, beef 16.00
derloin, beef, western ..... .22
h Pork, loins, city ..... .20
" " western ..... .19

DRESSED POULTRY.

keys— Per lb.
rozen, Young hens and toms ..... .34 -.36
" Old toms ..... .30 -.32
" Common to good ..... .20 -.25
resh killed ..... .30 -.32
lers—
iladelphia, fresh killed, 2 to 4 lbs. per pair ..... .32 -.34
ear-by, fresh killed, 2 to 4 lbs. per pair ..... .32 -.34
rozen, 3 to 4 lbs. per pair ..... .32 -.34
sting Chicks—
rozen, 4 to 5 lbs. each ..... .27 -.30
" 3 to 3½ lbs. each ..... .27 -.29
ls—
esh killed, 4 to 5 lbs. each ..... .23 -.24
" 3 to 3½ lbs. each ..... .22 -.23
cocks ..... .17 -.18
g Island Ducks, fresh killed ..... .22 -.23
ıbs— Per doz.
ime, fancy, large ..... 5.75 -6.50
ixed ..... 3.00 -4.00
ıall and dark ..... 2.00 -3.00

LIVE POULTRY.

ng Chicks— Per lb.
½ to 2 lbs. each ..... .23 -.25
rge ..... .23 -.25
ls ..... .22 -.23
cocks .... -.15
ks—
oung ..... .17 -.18
d ..... .14 -.15
eys ..... .24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

es— Per doz.
tter's, pure ..... .95
uit jelly, apple flavor, 30 lbs. full weight, per pail, 1.20
bimmel's, 8-oz. tumblers ..... .90
ational, 16 oz., 2 doz ..... .90
" 3-lb. tins, net weight 2.20

erves— Per lb.
himmel's pure, 12-oz. jars, 2 doz ... per doz. 1.65
ational, 30-lb. pails ..... .09¾
uthwark, 30-lb. pails ..... .07

s—
himmel's, pure, 10-oz. jars, 2 doz 1.45
uthwark, assorted, jars, 2 doz ..... .95
ge Marmalade—
artley's imported, 4 doz 2.10
himmel's, pure, 2 doz 1.60

t Butters— Per doz.
pple, Southwark, 30 lbs ..... per pail 1.27½
" full 5-lb. slip cover tins, ½ doz ..... per case 1.67½
' Schimmel's, 30-lb. pails ..... per lb. .07
' " 3-lb. slip cover tins, 1 doz ..... per doz. 2.75
' " 2½-lb. stone jars, cloth top, ½ doz ... per doz. 3.00
' " 40-oz. stone crock, glass top, ½ doz ... per doz 3.25
' Mother Cook's, No. 14, 2 doz .... doz. .85
ach, 30-lb. pails ..... per lb. .07½

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.45	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum ..... per lb. .15
Butter Color, W. & R ..... per doz. 2.00
Bluestone, bulk ..... per lb. .16
Copperas ..... " .04
Camphor, gum, 1-oz. blocks ..... " .75
" flakes, 250-lb. bbls ..... " .14
" " less quantity ..... " .15
" Tar Balls, 250-lb. bbls ..... " .14
" " less quantity ..... " .15
Castoria, Fletcher's ..... per doz. 2.80
" Pitcher's ..... " .80
Carbonate of Ammonia ..... per lb. .15
Epsom Salts, bbls ..... " .03
Glauber Salts ..... " .02½
Glue, ordinary ..... " 11
" white ..... " .20
Gum Arabic ..... " .50
Haarlem Oil ..... per doz. .40
Husband's Magnesia ..... " 2.90
Jamaica Ginger, Hires', flasks ..... " .90
Licorice, P. & S., 5c. stick, imported. " .36
" M. & R., 5-lb. boxes ..... per lb. .23
" " lozenges, 5-lb. boxes " .27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes " .24
" root ..... " .12
Putty, 25-lb. cans ..... per 100 lbs. 1.57½
" 50-lb. cans ..... " 1.47½
Petroleum Jelly, screw top, 5c. size ... per doz. .35
" " 10c. size ... " .75
Paris Green, 100-lb. kegs ..... per lb. .35½
" ¼-lb. pkgs., 50 lbs ..... " .40
" ½-lb. pkgs., 50 lbs ..... " .39
" 1-lb. pkgs., 50 lbs ..... " .38
Rosin ..... " .04½
Roach Powder, BB, 4-oz. cans 2.00
" " 10c. size ..... per doz. .80
Roachsault, 10c. size ..... " .80
Saltpetre, crystal, about 350-lb. bbls ..... per lb. .30
" granulated, about 100-lb. kegs " .30¾
Sulphur, flour, 175-lb. bbls ..... per 100 lbs. 2.60
" 100-lb. bags ..... per lb. .02¼
" less quantity ..... " .03
Venetian Red ..... " .02
Whiting ..... " .02

Goff's— Per doz.
Cough Syrup, 25c. size 2.00
Herb Bitters, 25c. size 2.00
Oil Liniment, 25c. size 2.00
Kidney Pills, 50c. size 4.00
Worm Syrup, 25c. size 2.00
Herb Pills, 10c. size ..... .80

Iron Glue, McCormick & Co.—
No. 5 ..... .45
No. 10 ..... .85
Tube V ..... .85

McCormick & Co., Bee Brand—
Insect Powder, 25c. size 2.00
" BB, 10c. size ..... .85
Root Beer ..... .85
Talcum Powder 1.50
Triangular Quiniue 2.00
Quinine Capsules 1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz ..... per doz. 4.25
" " 18 oz ..... " 8.50
Bath Brick, 25 in box ..... per box .60
Sealing Wax ..... " .03
Silver Sand ..... per bbl. 1.20
Tar, pts ..... per doz. .....
" qts ..... " .....
" gals ..... each .....
" ½ bbls ..... " .....
" bbls ..... " .....

McCormick & Co—
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums ..... per case 4.50
U. S. Nerve and Bone Liniment, 25c. size ... 2.25
McCord's Magic Medicine, 25c. size 2.00
" " 50c. size 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
" " 50c. size 4.00
Reliable Brand Headache Powders, 10c. size .80

Borax, 20-Mule Team—
48 1-lb. cartons 5.20
72 10-oz. cartons 5.20
96 ¼-lb. cartons 3.40

Borax.

Per lb.
Powdered, bulk ..... .12
Lump, bulk ..... .11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs 3.40
5-lb. pkgs., 60 lbs ..... .08⅞

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.
Vanilla, No. 2 size ..... .90
" No. 4 size 2.25
Rose, No. 2 size 1.25
" No. 4 size 2.75
Pistachio, No. 2 size ..... .90
" No. 4 size 2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry ... No. 2 size .90
No. 4 size 2.25
Lemon, No. 2 size ..... .90
" No. 4 size 2.00
Orange, No. 2 size ..... .90
" No. 4 size 2.00

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Crescent Manufacturing Co., Seattle Per doz.
Mapleine Flavoring, ½ oz ..... .90
" 1 oz 1.75
" 2 oz 3.00
" 4 oz 5.25
" 8 oz 9.00
" pints 16.50
" quarts 30.00
" ½ gallons ..... each 5.00
" gallons ..... each 9.50

Sauer's Flovoring Extracts—
No. 2, Lemon ..... .90
No. 2, Vanilla ..... .90
No. 2, Rose 1.20
No. 2, assorted ..... .90
No. 3, Lemon 1.25
No. 3, Vanilla 1.50
No. 4, Vanilla 2.25
No. 4, Lemon 2.00
No. 2, assorted cases ..... per gross 10.80
Nos. 2 and 4, assorted cases ..... " 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.
Shinn & Kirk's Liquid Rennet 1.50
Hansen's Junket Tablets, 3 or 1½ doz ..... .80

CIDER.

Duffy's, bbls. about 45-50 gals ..... per gal. .....
" ½ bbls., 28 gals ..... per ½ bbl. .....
" kegs, 14 gals ..... per keg .....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs 2.75
" boxes, 20 pkgs ..... .60
Gee Whiz, 100 pkgs ..... .60
Fleer's Chiclets, 3 lbs. bulk 1.23
Spearmint, 20 pkgs., 100 pcs ..... .60
Doublemint, 20 5c. pkgs ..... .60

MINT TABLETS.

Certified Products Co.—
Peppermint "Smiles," display cartons, 18 5c. pkgs ..... .50
" " half case, 6 cartons 2 85
" " full case, 12 cartons 5.50

RICE.

B. Fischer & Co's Package Rice—
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons .. .06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more .. .06
Seaboard Rice Milling Co.—
Comet Unkoted, 1 and 2½-lb. cartons, sterilized 7.00
Comet, natural brown, 1-lb. cartons, sterilized 7.00
Comet Cereal, 1-lb. cartons, sterilized 7.00
Sola Japan Unkoted 6.25
Dykeland, uncoated, No. 1 cartons 6.25
D. S. & H. Craig, Inc.—
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons ..... .06½

SALT.

Worcester—
Barrels, contain 280 lbs 2.65
" 60 5-lb. bags 4.00
" 22 14-lb. bags 3.75
" 30 10-lb. bags 3.75
" 115 2½-lb. bags 4.00
Irish Linen, 250-lb. bags 2.60
" 56-lb. bags ..... .65
" 28-lb. bags ..... .35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list 3.00
Pretzel, 280-lb. bbls 2.50
" 180-lb. sacks 1.65
Packing, 70-lb. cotton bags ..... .45
" 140-lb. cotton bags ..... .80
New Ivory, 24 large cartons to case 1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case
Durkee's, large, 1 doz ....
" small, 2 doz. ½ pints 2.40
Schimmel's, small, 2 doz ..... per doz. .90
My Wife's, large, 1 doz 1.50
" small, 2 doz ..... .90

SAL SODA.

Barrels, 400 lbs ..... per 100 1.35
Kegs, 150 lbs ..... per 100 1.45
Granulated, 60-lb. boxes ..... per box 1.10
" Crystal Brand, 24 2½-lb. pkgs., per case 1.15

SAUCES.

Lea & Perrins'— Per doz.
Worcestershire, medium 4.60
" small 2.55
Worcester, Campbell's, No. 8, 2 doz ..... .90
North of England, No. 8, 2 doz ..... .82½

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SODA—BI-CARB.

Per lb.
Babbitt's, ¼s, 25 lbs ..... .05½
Arm and Hammer, 1-lb. pkgs., 36 lbs ..... .05
" ½-lb. pkgs., 36 lbs ..... .05¼
" ¼-lb. pkgs., 36 lbs ..... .06
" ½ and ¼-lb. pkgs., 36 lbs ..... .05½
" 1, ½ and ¼-lb. pkgs., 36 lbs ..... .05¼
Dwight's, 1-lb. pkgs., 36 lbs ..... .04⅞
" ½-lb. pkgs., 36 lbs ..... .05⅛
" ¼ and ½-lb. pkgs., 36 lbs ..... .05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs ..... .05⅛
112-lb. kegs ..... .02¾
Bi-Carb, bulk ..... .03½

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ... 2 doz. 2.10
Charles E. Hires Company—
Hires Household Extract, for making root-beer at home, 1 doz 1.60
Hires Carbonated, pints, 2 doz 2.00
" Ginger Champanale, 50 pints 8.00
Welch's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz 4.50
Half-pints, 3 doz 4.50
4 oz., 6 doz 4.50
Half-gals., 8 bottles 4.50
2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.
Schuhle's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz 4.50
Half-pints, 3 doz 4.50
5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.— Per doz.
Individual ..... .90
1 lb 3.00
2 lb 5.00
3 lb 7.25
Richardson & Robins'—
Round conlcal, with key, No. 1, 1 doz 2.25
" " No. 2, 1 doz 4.25
Atmore's Philadelphia, seedless—
Individual, 2 doz 1.90
Cans, No. 1, 1 doz 2.40
" No. 2, 1 doz 4.40
" No. 3, ½ doz 3.45
" No. 4, ½ doz 4.55

STOVE POLISH.

Per gross
Enameline Paste, small, ¼ gross 5.00
" " large, ¼ gross 9.00
" Liquid, large, ¼ gross 7.50
Mason's Challenge Paste, boxes, ¼ gross 5.00
Electric Paste, ½-gross boxes 4.50
Rising Sun ..... per gross 8.00
Sun Paste, 5c. size 5.00
" 10c. size 9.00
X-Ray Stove Polish— Per gross
Small 5.00
Large 9.00
½ doz. free in each ¼ gross box
Vulcanol— Per gross
5c. size 5.00
10c. size 9.00

FLOOR POLISH.

O-Cedar— Per doz.
4 oz., 1 doz 3 00
12 oz., 1 doz 6.00
Quarts, 1 doz 12.00
Half gallon, 1 doz 18 00
Gallon, ½ doz 30.00
Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz ..... per box 2.75
Kleenatub ..... ¼ gross 2.50
Electro Silicon, 1 doz ..... per doz. .80
Putz Liquid, large, 3 doz ..... " 1.50
" small ..... " .75
Putz Paste, large ..... " .65
Old Dutch Cleanser, 4 doz ..... per case 3.40
" " 5-case lots ..... " 3.30
Babbitt's Cleanser, 5c. size ..... 100 cans 3.85
" 5c. size ..... 50 cans 1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons 1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz 2.50
Imperial Cleanser, 6 doz ..... per doz. .45
Snow Maid Scourer, 60 cans 2.40
Queen Anne Scourer, Lautz, 30 cans 1.80
" " " 60 cans 3.60
Sunbrite Cleanser, Swift, 50s 1.95
Red Seal Cleanser, 4 doz 1.80
Bon Ami Powder, 3 doz 2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans .. 1.60
Orona Soap and Cleanser— Per doz.
No. 1, 10c. size ..... .85
No. 2, 15c. size 1 20
No. 4, $1 size 8.40
No. 5, $2 size 16.80
Orono Alumishine—
No. 1, 10c. size ..... .85
No. 2, 25c. size 2 00

SCOURING SOAPS.

Per box
Young's, 16 oz., 48s 1.80
Brooks' Crystal, 100s 3.80
Day's Flint Polish, Day & Frick, 36s 1.50
Mineral, Wrigley, 100s 3.50
Sapolio, E. Morgan, 36s ..... per gross 9.50
Bon Ami, 36 10c. cakes 2.50
Sta-Brite, 72 cakes 3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons.	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G.	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	4.05
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.70
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
irkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60

Swift & Co.—

Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.—

	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, 1/6 gross per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—

Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz	.80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.18¾
" less quantity	.19¾

Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04¾
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs. per case	3.60
Argo, 24 5c. pkgs per container	.92
Buffalo Powdered, bbls	3.10
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03⅝
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2,50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs	per lb.	.06⅞
Weikel's, 24 pkgs	per doz.	.90
Bird Gravel—		
Red, 36 pkgs	per doz.	.95
Silver, 36 pkgs	"	.95
Bath Brick, 24 bricks	per box	1.00
Toothpicks, Eureka, 100 boxes	per case	1.80
" Saginaw, 3 doz	per doz.	1.38
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—		
Sticky	10 cartons	2.35
Tanglefoot	10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz	per doz.	.20
Poison	1 doz. sheets	.20
I-X-L Poison	50 envelopes	.60
Wire Fly Swatters, leather bound	per gross	3.85
Wax, white and yellow	per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch per lb.	.15

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery per cwt.	2.85

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
[illegible]'s, imported, No. 2 cans, 2 doz.	2.85
[illegible]nner, in jars, compound	.92½

[illegible]amily Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40

Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb.	2.10
" 12 5 lb.	2.45
" 6 10 lb.	2.30
Crystal white, 48 1½ lb.	3.95
" 24 1½ lb.	2.05
" 24 2 lb.	2.45
" 24 2½ lb.	2.85
" 12 5 lb.	2.80
" 6 10 lb.	2.65

Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per do
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per do
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per do
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb. per 1000	1.30
" 2 lb. "	1.50

Clothes Pins.

5 gross per box	.60

Mops.

O-Cedar—	Per d
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per d
1, Extra fancy large grass	1.1
2, Marble	.9
3, Grass	.8
4, "	.8
5, "	.7
6, "	.5

Stove Brushes.

Wood Handles—	Per d
No. 34, fibre, strap handles	1.2

Shoe Brushes.

With Handles and Daubers—	Per d
No 0, All Mexican fibre	.5
No. 1, Prepared fibre	1.0
No. 7, All pure bristles and full	1.8
No. 16, All pure bristles, socket dauber, solid back	2..

Wall Brushes.

	Per
7-in. Tampico	..
No. 8, Family	..
No. 8, Hustler	..
No. 8, A	1.
No. 10, A	2.

Dusting Brushes.

No.	Per
7X, 10c. size	..
8, Gray, patent fibre	1.
18, All horse hair	1.
21, " white tipped	2.

TOBACCOS—PLUG.

	Pe
Jolly Tar, 5, 10, 15 and 25 lbs	.
Newsboy	.
Old Honesty	.
Piper Heidsick	.
Spear Head	.
Standard Navy	.
Toddy	.
Vinco	.
Town Talk	.

SMOKING TOBACCO.

	Per
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.
Sensation, ⅙ gross	6.
Wild Rose, ⅓ gross	6.
Omega	6.
Union Leader	6.
Red Man, ¼ gross	6

YEAST CAKES.

Magic, 1⅓ doz. pkgs per box	
Yeast Foam, 1½ doz "	

SEP 18 1916

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, September 18, 1916. No. 12

No retail merchant who fails to vote regularly has any right to complain no matter what laws the legislature refuses to pass in his interest, or what laws it does pass against his interest. He deserves all he gets.

A New Plan to Ship Fresh Fish by Parcels Post, After the English Manner.

The Municipal Research Bureau's Report on Unclean and Careless Grocery Stores, With Some Editorial Reflections on an Old But Obnoxious Custom.

"The Stroller" Has Something to Say About Whether Church Members Make Better Business Men.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @	$3.05	—5 boxes FREE, Net	$2.54
10 boxes @	3.05	—2 boxes FREE, Net	2.54
5 boxes @	3.10	—1 box FREE, Net	2.58
2½ boxes @	3.20	—½ box FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

Heinz Vinegars

are now sold in original glass packages, filled and sealed in the Heinz establishment. Our magazine and street car advertisments are telling your customers that this method retains the natural fine flavor and aroma of Heinz aged, mellowed vinegars.

The Heinz package protects and benefits you, too. The grocer who sells Heinz Bottled Vinegars has absolute guarantee that he is complying with the pure food laws. Furthermore, he is spared the trouble of drawing vinegar from a barrel, and freed from the losses always connected with bulk measuring.

The Heinz salesman will supply on request attractive envelope inserts which you can enclose with your customers' bills and which tell your customers about Heinz Bottled Vinegars.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Makes No Difference

where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

TRY SOME AND YOU WILL ALWAYS USE THEM

SAMPLES FREE. NO OBLIGATION

Forbes Indexed Coupon Books

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association

Modern Merchant
AND
Grocery World

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Will Try to Ship Fresh Fish by Parcels Post

A Rumor That Certain Large Fresh Fish Jobbers Will Adopt the Method in Successful Use in England. Object Is to Build Up a Better Fish Trade in the Interior. How the English Plan Is Operated.

It is reported that some of the large wholesale dealers in fresh fish will shortly try the method of shipping fresh fish by parcels post, after the system which has been in successful vogue in England for several years. The English fish men ship direct to consumers, but it is understood that the American jobbers will first attempt to ship to retailers. They contend that the sale of fresh fish is very poor in the inland, because of the difficulty of getting supplies. If the business could be built up there, the entire industry would be benefited.

In England the main center of the parcels post fish business is Grimsby, where a group of fish merchants devote themselves to this special business, dispatching daily hundreds or even thousands of parcels, the majority of which are less than 6 pounds in weight when fully packed for shipment. These packages go forward either by passenger train under a special low rate for small parcels granted by the railway companies (this service being analogous to that of express companies in the United States) or by parcels post.

Fish goes by parcels post on the same terms as any other goods. The rates for all parcels are: Not exceeding 1 pound, 8 cents; between 1 and 2 pounds, 10 cents; between 2 and 3 pounds, 12 cents; between 3 and 5 pounds, 14 cents; between 5 and 7 pounds, 16 cents; and 2 cents per pound for every additional pound up to 11 pounds, which is the maximum weight of any parcel sent by post. These rates, of course, are for any distance in Great Britain and Ireland and include delivery to residence.

As the fish parcels are handled by the post office in the same service with other parcels, the fish must be so packed that the parcel remains dry. This excludes the possibility of icing, and in the warmer weather makes it desirable to forward by parcels post nothing except very fresh fish sent out in the afternoon for delivery early next morning.

From November to March no ice is required for these shipments, and, in fact, the average temperature in the United Kingdom even in the summer rarely rises to such a point as to make ice absolutely necessary to carry perfectly fresh fish through a one-night journey.

The fish are wrapped in paper and then put in a woven straw bag called a bass, which is fastened up. This is all the packing. Before the war fish was wrapped in a special paper sometimes referred to as "vegetable parchment," sometimes as "solling paper." This is not now obtainable, probably because manufactured on the Continent. If ice is needed it is put in the bass with the fish. Then, of course, the parcel has to go by rail as the post office will tolerate no leakage.

A leading Grimsby house in the small parcel direct to consumer trade states that the average weight of its parcels is 5 to 6 pounds. Consumers who want a small parcel of fish send, say, 60 or 75 cents to one of the houses engaged in the business, requesting that a parcel be sent them. The merchant makes up a parcel accordingly and despatches it by rail or post as may suit the case. Of course, these fish merchants have many regular customers with whom they carry accounts, but the proper course for a stranger would be to send them some small sum with some indication of the kind of fish required.

Only the freshest fish are selected for this sort of shipment.

Those who have studied the matter say there is no reason why fresh fish cannot be sent by parcels post in this country.

Baked Bean Men Raise Interesting Question.

The outcome of a case brought by the United States Government against the Oceana Canning Co., of Shelby, Mich., for violation of the pure food law will likely have an important bearing on future bean prices. The Government authorities say that this concern packed "anthracnose" beans, which they declare are unfit for human food and the case will be a test as to whether a considerable portion of the bean crop of Michigan is to be rejected. Michigan bean men have united to fight the case. The bean, akin to all forms of vegetable life, is heir to ills. "Anthracnose" is one of them. It is a fungus germ disease which usually attacks the pod, and if severe, eats its way through and leaves its mark on the enamel of the matured bean. It has probably existed as long as the bean has been under cultivation. The Government pure food experts say the anthracnose bean is a decomposed bean and as such is deleterious to health and unfit for food. Not long ago, on these grounds, they seized a shipment of canned beans from the Oceana Co. The officials of the company protested. They admitted that the disease left its black mark on the bean, but argued that the weight of scientific authority proved that the eating of anthracnose beans had never had ill effect on man or beast. They said that while it may not be as good looking as a bean unsullied by anthracnose, yet its food properties were not diminished and that it should not be driven from the market. Throwing out the anthracnose beans, say the growers, is going to have the effect of materially decreasing the production of marketable beans. The disease has been quite prevalent for the last two or three years and casting aside as unfit a few bushels from each acre's yield is going to count up in the aggregate to several hundreds of thousands of bushels. It may total up in a year to 15 or 20 per cent. of the whole crop. Then, too, they say, if the grower proceeds to hand picking for the elimination of the anthracnose bean, the cost of handling the crop is going to increase considerably and the additional cost is bound to be figured into the price which the consumer will be asked to pay.

Pretty Bad Report of the Way Food Products Are Handled at Retail in Philadelphia.

Municipal Research Bureau Examines Ten Hundred and Thirty Stores and Finds Average Condition Dirty and Methods Sloppy. Retailers Too Ready to Leave Foods Open to Dust and Contamination.

The Philadelphia Bureau of Municipal Research has just completed an examination into the way Philadelphia retail dealers in meats, fish, dairy products and groceries do their business, from the special standpoint of cleanliness. All told 1,030 stores were examined in all sections of the city. The small stores run by foreigners in the southern section of the city were the worst. But over half were found unsatisfactory, according to the report.

The following are some of the high lights:—

Particularly in the southern section of the city there was absolutely no screening and covering of foods. Raisins, currants, crackers, rice, beans and many other dry groceries, as well as fruits, vegetables and breadstuffs, are displayed along the sidewalk outside of the shops. Meat also is often similarly exposed, and, worse still, offered for sale side by side with live poultry.

People wearing filthy clothes and with grimy hands serve the public in these shops and, as a rule, wrap up their commodities in newspapers—a practice which is prohibited by the Bureau of Health.

The inspection force is too small—four veterinarians obviously cannot inspect all animals slaughtered at sixty-eight different slaughter houses the way they are distributed over Philadelphia.

In many instances the housewives themselves are to blame for dirty food products. This is particularly true in the Municipal Markets. Customers finger the food and brush against it as they pass, for the aisles between stalls are narrow and very often crowded. Dogs and cats have easy access, in fact, there is no way to keep them out and much to attract them.

Large halves of mutton were hanging out on the open side of the market above the gutter, and they were dry and dirty looking. Vegetables are often piled directly upon the ground, and dressed fowl hang along the edges of the market directly over filthy gutters and so low that people entering the market constantly brush against them.

People expectorate in storerooms. Evidences of expectoration were very prevalent in about 40 per cent. of the stores investigated. Many women were seen poking or pinching meat before purchasing it, a dangerous as well as a disgusting practice.

In only 52 per cent. of the stores studied was provision made for covering foods requiring it with net screens or glass cases, the investigators found.

This lack of screening or covering the food to protect it from domestic animals, flies and other insects and from handling by prospective buyers, is one of the worst conditions in stores and a very general one throughout the city.

Practically all kinds of food are exposed in the stores—meat, fish, poultry, vegetables, fruit, dried fruits and vegetables, milk, confectionery, bread, etc. Many also are on the streets without protection, particularly fruit and vegetables, dried fruits and poultry. These foods, even though they may be washed and well cooked before they are eaten, very often have the dirt so ground into them that it is practically impossible to wash them clean.

A special study was made of the condition under which food is stored over night, or for longer periods, when it is bought in large quantities. In only a few cases was it found to be kept in clean places specially provided for this purpose. Far more often it is stored in filthy cellars, or in kitchens, piled up on chairs, or even in bedrooms. In a number of cases it is left in the carts, which stand out almost anywhere, in yards or alleys, or in push cart stables, covered with soiled strips of oil cloth.

The local Bureau of Health already enforcing an ordinance compelling dealers who display food products on the sidewalk to cover them up. Exception is made of such products as potatoes, which have to be washed and cooked before being eaten.

We don't need to tell you anything about bulk goods

You don't try to sell nameless "barrel" soda crackers. You sell Uneeda or Sunshine—in a protected package. Because it is the *better* way, the *right* way, the *profitable* way. Because your customers demand package goods.

Well, every reason that says it is good business to sell other goods in a sealed package *doubly* applies to tea.

Loose tea very easily loses its fragrance, flavor and strength—tea exposed and sold loose from bins or in paper bags or pasteboard boxes cannot be worth the price asked because its strength, its refreshing properties in flavor are gone.

LIPTON'S TEA

tea-

that's only half a word—the other half is

LIPTON'S



The standard package tea—known by name to every woman in the world. ***We grow it, we blend it, we pack it.*** It is protected from the minute it is picked until the package is opened in the kitchen.

The Lipton business is one on which the sun never sets—Lipton's Tea is a quality product at a quantity price.

We don't stop by telling *you* about Lipton's Tea. We tell your customer the advantages of package tea in general, and Lipton's Tea in particular. We are doing our part to educate her to ask for package tea, to ask for Lipton's Tea. We are helping you to make the sale.

And Remember This:—

No Advance in Prices on Lipton's Tea

Thomas J. Lipton

TEA COFFEE AND COCOA PLANTER

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

WITH THE EDITOR

A Mean Fighter.

I have had quite some fighting experience in my time, have made some fights and seen some more, and one of the meanest fighters I have ever seen is E. A. Whittier, secretary of the American *Fair Trade* League. The league is an aggregation of manufacturers who want the Stevens bill passed, so that they will have the right to fix the wholesale and retail selling price of their products. The present law denies them this.

Whittier is the secretary, manager and press agent of this organization and he is fighting for the Stevens bill night and day. If he would only fight fair, his energy would arouse general admiration. But he puts up the meanest kind of a fight. Everybody who disagrees with him is a liar, or a crook, or a fool, or is actuated by some corrupt motive. Only he, the infallible and impeccable Whittier, can possibly be right. Because I had the temerity, in some syndicate articles on law which I wrote, to point out what I considered some weak places in the bill, Whittier wrote to trade papers all over the country that I was representing price-cutters, and that what I had written was not what I really thought, but what I was paid to say. The man lied absolutely when he said that, and he knew he lied.

He is in the same kind of controversy now with Harry B. Haines, editor of the Paterson (N. J.) "Evening News" and secretary of the National Premium Advertisers' Association. Mr. Haines has sued him for $50,000 damages for defamation of character. He says: "In this suit I hope to bring the American Fair Trade League to the realization of the fact that they cannot go on attacking the character and business integrity of a man simply because they disagree with him on the economics of their bill." But it isn't really the American Fair Trade League that does and writes these contemptible things. It is Whittier, who seems to have no conception of what a *fair* fight means. If I were the American Fair Trade League and had the stiff fight on my hands that the league has, I wouldn't let a man like Whittier work for me for five minutes. That job needs a gentleman and a diplomat; Whittier is a bigoted and bad-mannered little bully.

The Proposed Advance in Bread.

Anybody who has watched the hue and cry over the proposal of the manufacturers of bread to advance the price, cannot but feel that the Lord gave a lot of people sawdust instead of brains. Not first grade sawdust either. The Federal Trade Commission, which is a department of the United States Government, has joined in the hue and cry, incidentally, and its utterances on the subject have been not a particle more logical than all of the others.

The bakers' position is told briefly in another column. Flour has advanced, (100 to 124 per cent.), sugar has advanced, salt has advanced, paper has advanced, milk has advanced, lard has advanced, taxes have advanced, labor has advanced. The bakers say "bread must advance also," and who can deny their right to say so? The interests that are opposing the advance do not discuss the advance on its merits at all; they merely talk monopoly and restraint of trade. Not one of them, so far as I have seen, has attempted to learn for himself whether there was any reason in the baker's position; the very thought of any advance made them see red.

The bakers ought to pay as much attention to these d. f's. as they pay to a last year's weather report.

The Remedy.

Mr. Edward N. Hurley, chairman of the Federal Trade Commission, in addressing the Ohio Bankers' Association last Wednesday, said this:—

> Let me say right here that I do not believe in agreements to fix prices. I have no sympathy for associations or combinations that attempt it. In the first place, it is illegal, and in the second place, even if it were legal, it would still be a bad thing. It simply covers up inefficiencies instead of getting rid of them. It is not a remedy for the disease that ails business. It is merely an opiate.

This is very fine talk, but what would Mr. Hurley's "remedy" be? Suppose I took him into a town which had room for say fifteen grocers, but where there were half as many again or twice as many. To sell at all, a lot of them were compelled to sell cheap. Trade was reduced to complete demoralization and only a very few grocers were doing a comfortable business and making a comfortable living. Either of two things would relieve the trade of that town from its depression: 1, an agreement among the grocers not to sell below certain prices; or 2, the elimination of half of them. If Mr. Hurley says No. 2 is his remedy, I say it is mine too and I tell him to go to it and apply it. If he agrees with me that No. 2 is impracticable, and that No. 1 is illegal, then he is back where he started from.

A Good Thing—But It Won't Be Done.

Just look what the grocers of Stillwater, Minn., have done. They listened to a talk on slack credits by the secretary of the Minnesota Retail Grocers' Association and immediately adopted a resolution which they published in their local papers, demanding payments of all accounts "in full on the same day or day after a customer gets his pay whether it is weekly, semi-monthly or monthly, and in no case will credit be extended if the previous month's bill has not been paid on or

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Nobody Can Write a Better Editorial Than This

Sharpsburg, Ky., Sept. 12, 1916.

To the Editor.

Dear Sir:—I was very much impressed when I read on your editorial page the story of "Thief." Some retailers I feel sure take advantage of jobbers in this way. Here's my motto, and my platform:—

HONEST

I am a retailer who believes in giving everybody a square deal—jobbers, manufacturers and consumers. I believe it is right to treat the jobber squarely even if he does get the better of me. His mistakes are usually made by careless employees. I want the jobber to have a good profit, but no more than his competitors get.

It's up to me to keep posted.

If I made a claim on a jobber for a shortage in a certain shipment and found it later, I would report it. Just last week a certain large firm billed to me one dozen novelties, 95 cents, and shipped to me one gross, the price for all being 95 cents instead of $11.40. I immediately notified this firm and they replied, thanking me in the letter three times for reporting same. Don't you know that house will always have confidence in me?

All jobbers want our business, but how long would they want it if they thought we would steal from them?

I can always compete with chain stores and know I buy my goods right.

For absolute success give the jobber, manufacturer and consumer a square deal—Honesty.

Yours truly,

O. H. KNIGHT.

ore the tenth of the month fol-ving purchase."

A good thought, but will it be ried out? If it is, it is the first ie in the history of the human e. Some members of the Still-ter Association will carry it out the letter, others will carry it out h certain customers, others will ry it out for one day. That it l be carried out fully by every-ly who has subscribed to it is im-ssible, judging by the universal tory of such movements.

Why? Because, like everybody e, the Stillwater merchants need siness too badly.

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olish This Old Custom

The Philadelphia Bureau of nicipal Research, after visiting 1,030 retail dealers in fish, meats, groceries and candy, finds that r half were dirty and that foods d by them were unfit to sell. sorts of delicate and corruptible ds like meat, poultry, macaroni l many other things were freely osed to the dust, and to animals, only in the stores, but on the eet. Customers were permitted handle all manner of things with their filthy fingers, human swine expectorated around the stock, and on many food products exposed for sale the dirt was so ground in that it looked like a hopeless case to ever get it out.

It would seem as if such a condition must surely have something to do with the epidemic of infantile paralysis, but that is not what I started out to say. It was to emphasize the absurdity of the old custom of displaying perishable food products in front of grocery stores. Very few thoughtful grocers do that any more, but there is still a surprisingly large number of the other kind that do. Some do it because they haven't room inside, but some do it voluntarily. They carry out a huge raft of stuff every morning and carry it in again at night, thinking it a good advertisement.

I should think it a very bad advertisement. Green vegetables, perhaps moist when put out, get dusty very quickly and their charm is gone. Dogs pay their respects. Everything conspires to make things put on the street look jaded and faded and poor. I have seen many grocers actually display open boxes of dried fruit and open kegs of pickles on the street. In Heaven's name why? There is no advertising in that, and no invitation, because if there is a grocery sign out everybody knows the store will keep dried fruit and pickles. And incidentally everybody would prefer getting them on the inside, too.

The old outside display scheme was never very intelligent, but it is positively foolish to-day. A dealer in perishable products *must* protect his stock in every way he can. The trend of the law is that way and the trend of consumers' taste is that way. So is the trend of economy. The completest way to do it is to sell as many package goods as possible—they carry their own protection.

Recommend Abolition of Five-Cent Loaf of Bread.

Recommendations to all bakers of the United States that the 5-cent loaf of bread be abandoned and the 10-cent loaf standardized, were made after considerable discussion at the closing session of the Executive Committee of the National Association of Master Bakers in Chicago last week. The convention urged the recommendations be put into effect immediately. Economic waste incident to the manufacture of the 5-cent loaf was emphasized as a reason for its discontinuance. Saving in manufacture, improvement in quality and standardization are urged in favor of the 10-cent loaf. It is also recommended that where local conditions make it necessary, the smaller loaf may be maintained, with a price consistent with the cost of manufacture. The bakers cited the following percentages of increase in cost of ingredients in the manufacture of bread within the past two years: Patent flour, 100 per cent.; rye, 124 per cent.; sugar, 66 per cent.; shortening, 60 per cent.; milk, 40 per cent.; salt, 14 per cent.; wrapping paper, 70 per cent. Delivery costs also have increased, it was stated, through an advance of 100 per cent. in the price of gasoline and of 25 per cent. in feed for horses. The conference in Chicago was an outgrowth of the Bakers' National Convention at Salt Lake City, at which informal resolutions to the same effect were voted. Already the price of bread has been advanced, or the 5-cent loaf abandoned, in several cities. At one time there were threats of a Government investigation of a concerted movement to increase the price.

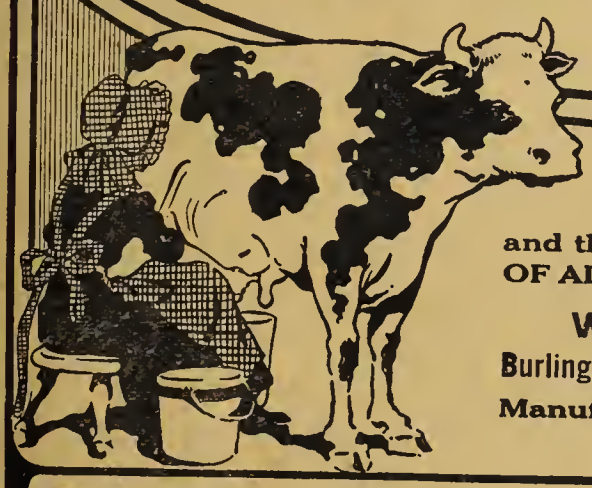
DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

Think of Your Customers

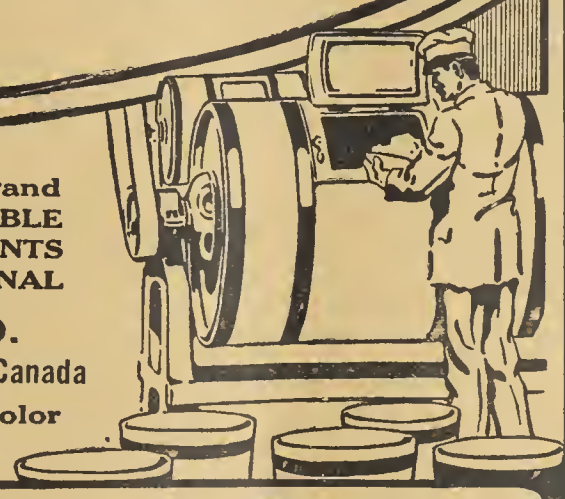
Think of your customers when you buy butter.
Put yourself in their places.
See that your butter has the golden hue they demand.
Insist that your dairyman use

Dandelion Brand Butter Color



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.
Burlington, Vermont, and 200 Mountain St., Montreal, Canada
Manufacturers of Dandelion Brand Butter Color



Dandelion Brand *The color with* **Butter Color** *the golden shade*

The New York Letter

Grocery Clerks' Strike Collapses. Money in Condensed Milk Business Now. Local Bread Men Knock an Ounce Off Their Five-Cent Loaves. Western Canners Say Bean Crop Not Short. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, Sept. 15, 1916.

The strike of the local grocery clerks, which was referred to last week, was an absolute failure. Only the Great Atlantic and Pacific Tea Co. had any trouble at all, and even that concern did not have enough to interfere with business. Only the merest handful of clerks left their work and many of them have come back.

* * *

A well-known condensed milk man, interviewed during the week, said that, in his judgment, the American manufacturers of condensed milk were making more money to-day than they have for a long time. This man cited one of his own brands to show the advance up to date. Ordinarily it sold for $2.85 a case, but it was now $3.75, while milk, the raw material, had not advanced in any large degree. The war has enabled the American condensed milk manufacturers to pull their business out of the slough of despond in which it had sunk on account of excessive competition. It has brought thousands of dollars worth of orders from abroad and has made the manufacturers very independent. Some of them, however, have now stopped filling foreign orders and are confining themselves to domestic business. A curious incident, showing the effect of the war upon the market, was related. The quantity of Holland condensed milk, which had started to figure in this country quite importantly before the war broke out, was sent over here some time before the opening of the conflict. It did not sell very readily for some reason, and a year later was bought up in this country at $1 a case more than the holders had paid for it, and reshipped abroad.

* * *

A letter to the local manager of the J. C. Blooker Co., received during the week, states that the export of cocoa is now prohibited, and only by favor and special work with the Dutch Government have foreign cocoa manufacturers been able to send any out of their own country. The manufacturers say they are having a great deal of trouble in getting sufficient raw material. As a result regular shipments of foreign chocolate and cocoa are very unlikely.

* * *

The local bakers have lowered the weight of their 5-cent loaf one ounce and of their 10-cent loaf two ounces. They consider this easier than eliminating the 5-cent loaf entirely.

* * *

The Gibson Canning Co., of Gibson, Ind., in writing to the "Journal of Commerce," denies that the bean crop is short or that the very high present prices are the result of any such shortage as the trade in the East have been led to believe. The Gibson Company says that the acreage in beans is larger than in any previous year. Early in the season the crop promised to be enormous, but later bad weather interfered somewhat and the crop will now not be large but will certainly be good. A peculiarity of the crop now being harvested is the very fine quality, being unusually free of faulty beans.

* * *

Stockholders of the Union Bag and Paper Co. on Thursday last voted to accept the proposed merger with the Riegel Bag Co. The consolidated company will be known as the Union Bag and Paper Corporation, with a capital stock of $10,000,000 of only one class.

Summarized Market Conditions.

Tea moderately active for the season, with no change in price. Green teas have advanced in the Far East under heavy Russian buying and high exchange.—Coffee a little easier on account of heavy Brazil advices. The recent sharp advance checked buying, which is still light. Milds quiet and dull. Java and Mocha unchanged.—Sugar higher and firmer than a week ago, refiners mostly quoting 6.40 for granulated. Domestic beet granulated is now quoted at 6.20 west of Pittsburgh. No quotations for Eastern points as yet. Raws show an advance of about 1/8 cent for the week. Demand for sugar good.—Prunes stronger and are now generally quoted on 5½-cent basis, which is an advance of ¾ cent from the lowest point; some buying for export.—Peaches and apricots both dull.—Seeded raisins are feeling firm, and currants very high and firm.—California almonds advanced during the week 1 cent a pound over the opening. There was a heavy demand and prices were withdrawn.—Tomatoes firmer on about 90 cents basis for Maryland 3s. Buyers have not much confidence in the market as the pack still looks good.—Corn very firm and high. Maine pack situation favorable up to date.—Salmon very strong and tending higher on short pack reports. Pink salmon particularly scarce and as much as $1.10 being asked here.—Sardines are also firm.—Wheat closes the week with somewhat of a break on account of heavy pressure to sell.—Flour shows an advance of 40 cents per barrel during the week, in spite of the decline in wheat.

ITEMS OF GENERAL INTEREST.

The Week's Dry Goods Review.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale shipments of dry goods for the current week show very large gains over the corresponding period of a year ago, indicating that retail distribution is quite active.

Road sales for fall and advance spring delivery are considerably ahead of the week of 1915.

More customers have been in the market.

Collections are much better than in the week a year ago.

The market on cotton goods, as well as many other lines, is strong and active.

Porto Rico Will Try to Get American Trade to Push Porto Rico Coffee.

The Insular Chamber of Commerce, composed of local business organizations in the six largest cities of Porto Rico, co-operating with the National Coffee Growers' Association, at its annual meeting just closed, decided to send a representative to the United States to visit the various chambers of commerce, boards of trade and other business organizations, in an effort to arouse interest in obtaining a market for Porto Rican coffee in the United States and to otherwise work for the upbuilding and protection of this industry. Coffee men assert the industry is languishing chiefly because the island cannot sell its coffee in Cuba and Spain, its two best markets, as favorably now as during the Spanish régime, when concessions were made to products from the Spanish colonies, and also because a satisfactory American market has not been developed. In the year ending June 30, 1916, Porto Rico exported 31,634,975 pounds of coffee, valued at $4,976,288, to foreign countries, and 509,158 pounds, valued at $77,965, to the United States. Cuba purchased 18,521,991 pounds for $2,739,549; Spain, 7,454,410 pounds, valued at $1,242,715. Italy, France and Sweden were the next largest buyers.

Vegetable Grower Can't Sell to Anybody But the Packer He Has Agreed to Sell To.

Edgar F. Hurff, who operates a large cannery at Swedesboro, N. J., and who made contracts with a number of growers to deliver vegetables to him, found that two men had been picking peppers and selling them in the open market. Hurff applied to the Court of Chancery for an injunction to restrain them, and the court ruled that the growers were restrained from selling any peppers to other than Hurff.

A Little Lesson on Salmon.

There are five grades or kinds of salmon taken on the Pacific coast. The king salmon, otherwise known as spring on Puget Sound and Chinook on the Columbia River, has a pale to deep pink color and is of fine flavor. The sockeye or red salmon is caught on Puget Sound, in the Columbia river and along the Alaskan coast. The flesh of the sockeye is firm and of a rich, deep red color and fine flavor. The coho or silver salmon is a good food fish with a firm, solid flesh. It does not, however, retain its red color in the can. The humpback salmon, usually labeled "pink," is the smallest salmon. It stands well as a good fish, although its flesh is not as solid as that of the other varieties. The chum or keta salmon is another low-priced fish of good quality and is high in nutritive value. It does not, however, show the red color after cooking. The best grades of canned salmon are richer than meats in body building material and contain about the same amount of fats. Canned salmon is as digestible as the best sirloin steak. It is free from waste and nothing need be thrown away except the can. Practically all canned salmon is prepared on the Pacific coast and most of it north of the Columbia River far up into the ice strewn waters of the Alaskan peninsula. The work of canning has been so improved that it is now carried on with the most sanitary methods.

Pennsylvania News Items.

At their convention in Harrisburg on Thursday last the Pennsylvania State Association of Sealers of Weights and Measures adopted a resolution calling on the Legislature to give them power to regulate the sale of bread in Pennsylvania.

There was another decision in the Pennsylvania cold storage food law of 1913, handed down duri

week. The court was the Com- 1 Pleas Court of Dauphin nty, and it dismissed the suit ught several months ago by the nsylvania Cold Storage and rket Co., Industrial Cold Stor- and Warehouse Co., Pennsyl- ia Warehousing and Cold Stor- age Co. and the Wholesale Fish Dealers' Protective Association. These plaintiffs contended that the law was unconstitutional, but the court held that they should have raised the question by appealing from penalties imposed under the law.

ıll Business Prospects in Pennsylvania, New Jersey and Delaware

e "Modern Merchant and Grocery World" Addresses a Letter to a Representative Grocer or General Storekeeper in Every County of Pennsylvania, New Jersey and Delaware, Asking the Condition of Business, Whether the People are Employed and Have Money, Whether Chain Store Competition Affects Them, and Condition of Collections. Some More of the Answers Received.

n an effort to learn what the im- liate future holds for retail gro- s and general storekeepers dur- the coming fall and winter, the odern Merchant and Grocery rld" has addressed a letter to a resentative retailer in every nty in Pennsylvania, New Jer- and Delaware. The letter asked dealers addressed to answer the owing questions:—

1. Is there plenty of money in your rritory?
2. Are the people employed?
3. Are your collections good?
4. Are you suffering from chain ore competition?
5. On the whole, do you expect our business to be as good, or etter, or not as good, as last Fall's usiness?

Answers to these questions are inning to come in and will be lished as fast as received.

GLOUCESTER COUNTY, N. J.

1.—Yes.
2.—Yes.
3.—Yes.
4.—Yes.
5.—Better.

WILLIAM A. FINSEL,
Woodbury, N. J.

—

BERGEN COUNTY, N. J.

1.—Yes.
2.—Yes.
3.—Nothing extra.
4.—Some; not much.
5.—Better.

N. S. SHAFER,
Hackensack, N. J.

—

MIFFLIN COUNTY, PA.

Here goes for answers to your estions:—
1.—Yes; never more plentiful.
2.—Every person who can work d wants to work has plenty to do, d then there is a shortage of borers.
3.—Good.
4.—No chain stores; a few cut ice stores, but they cut no figure hen times are good.
5.—On the whole, I expect to do more business this fall than last, besides having a next-door competitor. My business this year up to this time is about 33⅓ per cent. over last year without any special efforts of mine, and even no paper advertising. We know that in good times it is easier to do business, therefore we find more parlor stores (or small stores) spring up just like mushrooms, which is mostly due to the fact that our wholesale houses get on the retail basis of doing business and sell in units in place of cases.

W. H. HERBSTER,
Lewistown, Pa.

—

BRADFORD COUNTY, PA.

In reply to your list of questions, will answer them in order:
1.—Yes, the people generally have as much or more than previous years.
2.—Yes, everybody working and some more could be used; in fact, some factories are having difficulty to get help enough.
3.—As good or better than ordinary. My own collections have not been so good as now during the last five years.
4.—The A. & P. Tea Co. has a store here which is doing some business, and I understand has taken some of the trade of others, but has not affected me any, my business having shown a substantial increase each month and year over the corresponding month and year previous. I am confident that business will be better this year than last.

A. C. BULLARD,
Towanda, Pa.

—

LACKAWANNA COUNTY, PA.

1.—Banks have it.
2.—Yes, as a rule.
3.—Only fair.
4.—Some.
5.—Yes.

G. F. EYNON & SON,
Scranton, Pa.

—

UNION COUNTY, PA.

1.—Yes.
2.—Yes.
3.—Yes.
4.—No.
5.—Very much better.

P. B. STEININGER,
Lewisburg, Pa.



Make Your Own Peanut Butter and put one over on chain stores

With a small Quaker City Peanut Butter Mill, which we will send thirty days on trial, you can become your own manufacturer on a product which is in large and constantly increasing demand, and which if you will make it, will pay a splendid profit.

Don't you see how you can use this mill to put one over on the chain stores? Think this over and write for some interesting reading matter.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.



Window Displays Made Free

¶ We are building up a big demand for **Chase-O** by hundreds of posters, walls, bulletins, throughout this territory. A window display in your store (we will make it for you) will connect your store with our advertising. Will you write us?

¶ **Chase-O** washes clothes almost alone. It is wonderful. Your jobber.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Got Your Ice Bills Handy?

If you have them (and if you're not using a **Howe Refrigerator**), add them up and figure 20% on the total.

Consider that a **Howe Refrigerator** with its double air-lock door, would have positively saved you 20% of that total, and then ask yourself whether you would have use for that 20%.

We are prepared to prove that 20% saving. All that we ask is a chance. Write.

Howe Scale Company
508 Market Street
Philadelphia

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet posters, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 13.)

The Grocery Markets

Tea.

The tea market during the week s remained absolutely unchanged. the other side some grades of eens are a trifle higher, but this s had, and will have, no effect on our market. The entire line is changed for the week, demand ht.

Coffee.

The market for Rio and Santos ffee has not been quite so strong ring the week. News from Bra- was less firm, as the rumored p damage is now said to have en unfounded. This has created easier feeling, although not any rticular decline. Some holders ll shade Brazil coffees a trifle. lds are unchanged in price, al- ough inclined to be weak and in ht demand. Java and Mocha un- nged and quiet.

Sugar.

There has been a slight advance sugar during the week due to vance in raws. The raw market not very certain, but perhaps it an eighth of a cent higher than a ek ago. In consequence, granu- ed has advanced from 10 to 15 nts. The consumptive demand sugar is now very good. It es not seem likely there will be heavy advance because domes- beet granulated will be coming ward very shortly, and that un- ubtedly will keep the market vn. Already it is quoted 20 nts below the Eastern price.

Syrup and Molasses.

Glucose unchanged and dull, but y high. Compound syrup dull comparatively high, as is sugar up. Molasses is beginning to w some demand, but of course new season is not yet started.

Fish.

Shore mackerel remains exactly it was a week ago. The supply comparatively light and the price h. No new Norway mackerel been offered in this country as and it is now beginning to be eved that there may be little or e. Some autumn Irish mackerel been offered at very stiff prices. ere seems to be no trouble to sell ckerel even at the high prices. l, hake and haddock are all very high, with a firm outlook. The New England curers of cod and similar fish can make more money by hard curing their fish and send- ing them abroad, and many are doing it. Cod is 4 to 5 cents per pound above normal. Hake and haddock are relatively in the same condition. Salmon is very firm on account of light supplies. Buyers are complaining a great deal be- cause they have not been able to have all their orders confirmed. Domestic sardines are very scarce and very firm; $2.90 per case is now asked for quarter oils in a large way. Imported sardines all un- changed and firm.

Canned Goods.

Tomatoes are firmer and higher and the best that can be done now is 90 cents in a large way f. o. b. factory for Maryland 3s. Plenty of goods are being packed and the sea- son has not been materially inter- fered with yet. Packers are not pressing for sale and this is caus- ing the present firmness. The de- mand is poor. Corn is very firm and second hands holders have made sales at 80 cents of a grade which opened at 60 cents. High prices are undoubtedly certain for corn during the coming season. Peas are also firm, but in very moderate demand just now. Apples unchanged and dull. California canned goods are selling right along, but in a comparatively small way. Prices unchanged. As to small Eastern staple canned goods, spinach is nearly cleaned up and packers are asking $1 in a large way for what they have. Sauer kraut is now quoted at 90 cents a dozen as against a normal price of 60 cents.

Dried Fruits.

Prunes are very firm and show a fractional advance. The present basis price is 5¼ to 5⅜, which is ½ to ⅝ cent higher than the low- est point. If the growers' combina- tion goes through, prunes will un- doubtedly hold their present price. Peaches and apricots show no change and light demand. Seeded raisins are sold up and the situ- ation is firm. Other raisins un- changed. Currants are exceedingly

Secure the Customer's Confidence

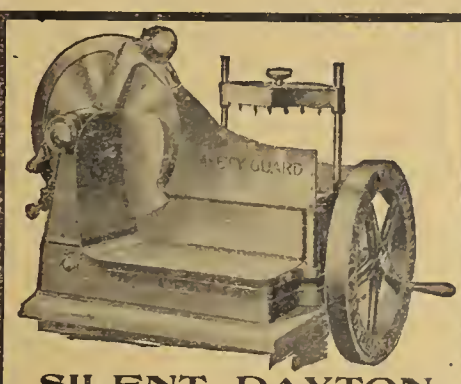
NEVER recommend an article which does not stand up and meet every claim you make for it.

An article may appear very attractive the first time because of cheap price, but no customer ever developed an enthusiasm for such an article which reacted favorably upon the dealer who sold it. Good merchandise, fair prices and no overstatements will soon build up for any dealer a confidence in his honesty and his goods that compels growth.

Any grocer can recommend, without fear of overpraise, any product of National Biscuit Company. We use only the best of materials, employ the most up-to-date methods and exercise the greatest care in the making of every article we bake. The N. B. C. reputation is proof of the confidence the public places in our goods.

Uneeda Biscuit, Graham Crackers, Zu Zu Ginger Snaps, Nabisco, etc., will help you to create public confidence in your store.

NATIONAL BISCUIT COMPANY



SILENT DAYTON
No. 10 MEAT SLICER

More Dayton Slicers are being sold than all other makes. There's a mighty good reason behind the marvelous growth of this new industry, and the reason is that there is nothing like it on the market at any price. It is the acme of perfection.

SEND FOR PARTICULARS
MONEYWEIGHT SCALE COMPANY
District Office: 1313 Arch St., Philadelphia, Pa.
Main Office: 326 W. Madison St., Chicago, Ill.

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell. Spruce 2608 2609
Keystone, Race 746

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

BURK'S

Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S

Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and **LUNCH ROLL** were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

high and are quoted at 15 cents a pound in a large way.

Beans and Peas.

The crop outlook in Michigan is better than it was last week, and pea beans are now quoted at $5 to $5.50 a bushel in a large way. This means that the market is weaker than it was last week. Marrows are unchanged from last week and so are California limas. Green and Scotch peas unchanged and dull.

Butter.

The butter market is firm, after a decline of 1 cent. The demand has increased and high prices are now expected. The decline was due to the fact that the expected railroad strike had caused holders to stock up a little ahead, and the elimination of the strike left them with a surplus. This has now been cleaned up and the situation is firm again. Exporters are back in the market after stopping for a while. The withdrawals from storage are heavier this season, and the whole situation is very firm.

Eggs.

The egg market is very firm, with a good consumptive demand. No change has occurred in fresh eggs during the week, but storage eggs have advanced 1 cent owing to the heavy demand for them. There is no speculative buying to speak of and the market appears to be thoroughly healthy. Fresh eggs are getting better on account of cooler weather, and there is no reason to expect much higher prices.

Cheese.

The cheese market is very firm at an advance of ½ cent, largely due to the continuance of the large export demand. The home demand is also good, while the receipts are only moderate. Current arrivals of cheese are showing their usual good September quality, and the increase in the make is bought up from day to-day. Probably prices will not decline for some little time.

Provisions.

The price of smoked meats, including picnic, regular and skinned back hams, bellies and bacon, has advanced from 1 to 1½ cents during the week, due to the short supply of hogs and the heavy demand. Lard shows an advance of 1¼ to 1½ cents from the same cause. This makes pure lard about 2 cents above normal, and probably it will not go very much higher, as they start to kill hogs in October. Compound lard is from ½ to ¾ cent up during the week, largely on accou of sympathy with pure. Dried b shows 1 to 2 cents advance, d to the short supply; demand f Barreled pork is firm but u changed, with a good dema Canned meats are also firm and u changed.

INDIVIDUAL MARKET REPOR

Foreign Grocery Specialties.

Olive oil continues its trend towa a higher price level. Both Italy Spain report fears of a poor crop. demand continues excellent. The fi qualities of edible olive oil are grow scarcer every day.

Spanish Pimentos (Red Peppers Prices are unchanged—stocks are g ually going into consumption, so supplies which are not likely to re here before late this year will fin market practically bare of all kinds Spanish red peppers.

STROHMEYER & ARPE C New York.

Imported Fish Specialties.

The market for herrings has sh a decided improvement in the last w and prices are decidedly firmer. Government of Scandinavia ha practically prohibited the export mackerel, it certainly looks doubtfu there will be any new Norway m erel for sale in the United States coming season. We have petitioned Norwegian Government to allow friends abroad to ship some of mackerel to us, and expect a deci before long. Even if mackerel sh be allowed to come here, it will tainly mean higher prices.

A steamer is now about to l Iceland carrying a full cargo of Iceland fat herrings for us, the qualit which is described to us by cable t exceptionally fine. The prices are a the same as last season.

Imported oil sardines continue in g demand. Norway cables report c very poor catch, in fact, it seems the catch of brisling has stopped denly, but it is hoped that the fish again appear before long. In Fr only very few sardines are being ca and those are too large in size t suitable for the American trade. Portugal the catch is barely satisfac Prices for all imported sardines re unchanged.

Norway stockfish of all kinds wi exceedingly scarce this season and l er in price than ever before, owin the extreme scarcity of this article.

STROHMEYER & ARPE C New York.

Wheat and Flour.

The Government report issued week confirms the most pessimistic ports of damage to the spring w crop. One month ago the Govern estimated the spring wheat crop 199,000,000 bushels and it is now duced to 156,000,000 bushels, w compares with 356,000,000 bushels vested last year. The total wheat duction in the United States is g as 611,000,000 bushels, exactly 400, 000 bushels less than last year. only when this enormous loss is co with the crop losses in Canada tha full significance of the wheat situ becomes apparent. The Canadian is 200,000,000 bushels less than last so that we have a shortage in N America of 600,000,000 bushels.

Of course the high price of wheat curtail consumption or else there w be none for export. Do you wo that Europe is uneasy about how necessities are to be met? The im

g nations need 560,000,000 bushels of heat, of which they expect North merica to furnish one-half. In their ılculations they allow for full average ops in Argentina and India, which are long way from harvest—indeed the rgentina crop is in the grass stage ıd will not be harvested until Dember and the India crop is not yet the ground.

All eyes are turned on Argentina and crop failure there, on top of the dis-ter to the North American crop, ight change the fate of nations. We e confronting a dangerous situation dangerous to buyer and seller alike, it means wide fluctuations as the arcity becomes more apparent.

We sincerely hope that a general ace may soon come. Russia's bottled surplus is sorely needed and without hundreds of millions of people will ffer. We are sorry to say that we see tle hope for an early conclusion of the ar, certainly not until spring, if then, ıd in the meantime we will have exorted our surplus and be on a destic basis.

As we have previously stated, higher ices are inevitable.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Spices.

The market continues fairly active, ith few changes in the prices of spices. eeds, however, have been fluctuating ıd very much higher prices are probble. The question of ocean freights likely to cut a figure during the fall onths.

Pepper.—The market is fairly active. oreign markets are again higher and ices are considerably in advance of ose named there. We believe that pper is likely to advance. White ppers have been in better request durg the week.

Red Peppers.—Prices generally steady d the demand fair.

Cloves.—Are in active demand at harning prices. Needs during this aumn will be large, and inasmuch as e crop is reported small, higher prices e probable.

Pimento (Allspice).—High in price. igher prices are quoted in Jamaica. he stocks there are held at a price gher than prices prevailing here.

Mace.—While in fair demand, is unanged in price.

Nutmegs.—Spot stocks are unchanged price. Futures are neglected. It is ally hard to predict the future of this ticle.

Cassias.—All grades will be affected the high freight rates and the diffilty of shipping in China. The tenncy is upward and supplies here have en very much reduced.

Gingers.—Steady and only in fair mand.

Tapiocas.—In good demand at unanged values.

McCORMICK & Co.
Baltimore, Md.

---

illwater (Minn.) Grocers Restrict Credits to Thirty Days.

Grocers and butchers at Stillwater, inn., have gone on to a new credit sis. The plan will check up long edit trade. The new schedule of acunt payment dates, effective Septemr 1st, is the direct result of a recent spirational talk before the Stillwater ssociation at the Civic Club rooms by hn S. Taylor, of the Minneapolis Reils Grocers' Association and lecturer the extension business course of the niversity of Minnesota. Immediately llowing the lecture a special meeting as called of the association and a resolution passed which is worth reproducing in full. It was printed as display advertisement in the Stillwater papers. It read:—

> Owing to the short term of credit extended the grocers and butchers whereby we are compelled to pay our bills in full to the growers, packers and commission merchants spot cash or weekly, and the wholesale grocers and flour mills every thirty days, and in no case is credit extended longer;
>
> Therefore—it becomes necessary for the grocers and butchers of Stillwater to demand payment of all accounts in full on the same day or day after a customer gets his pay, whether it is weekly, semi-monthly or monthly, and in no case will credit be extended if the previous month's bill has not been paid on or before the 10th of the month following purchase.
>
> This action is deemed necessary for us to take and we ask your cooperation. It is effective September 1, 1916.

THESE MANUFACTURERS WILL GRATUITOUSLY SEND RETAILERS ADVERTISING AND DISPLAY MATTER.

(Continued from page 10.)

The O. & W. Thum Co., Grand Rapids, Mich. Furnishes show cards, chandelier cards; also window trims—six pieces, on paper, in colors. One show card is sent in each case of 250 sheets. Tanglefoot Fly Paper.

The Southern Cotton Oil Co., 24 Broad street, New York. Furnishes recipe books, cut-outs, window transparencies, complete window trims, envelope stuffers, electros, lantern slides showing dealer's name, and other dealer-helps. Wesson Snowdrift Oil.

Loose-Wiles Biscuit Co., Long Island City, New York. Furnishes cut-out displays, store hangers, magazine advertisement reproductions, bill boards, sampling lists, and attractive blank cuts for retailers' advertising.

Buffalo Specialty Co., 375 Ellicott street, Buffalo, N. Y. Furnishes window trims, newspaper electros, letters and circulars for dealers to send out to their customers. Liquid Veneer.

William J. Moxley, Inc., Philadelphia, Pa., will send to all dealers handling their butterine window trims, cut-outs, empty cartons, moving picture slides, quarter-pound samples and much other material of use in advertising and exploiting the goods.

The Hill Bros. Co., New York, will supply, advertising Dromedary Dates and Cocoanut, framed date signs, date hanger, yellow crepe paper, empty date cartons, cocoanut hanger and all material necessary for window displays.



Your Trade Will Repeat

Mapleine Flavoring

brings back your customers. You can make no mistake. They come back for that genuine "Mapley" Tang. A real American Flavoring used for every purpose.

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

CRUBRO
PITTSBURGH, PA.

PURE FOODS

The "Crubro" line is planned to include the **fastest selling** and **most popular** Pickles, Jellies, Apple Butter, Ketchup, Spaghetti, etc. The goods are right, the packages are right, and your profit is right. It will pay you to stock our line in **full** and **feature** it.

Write for prices.

Cruikshank Bros. Co.
Pittsburgh, Pa.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets



The Ham Question

¶ More consumers are dissatisfied with the ham they get than with anything else in the grocer's line.

¶ Good ham is sweet, with a tangy saltiness, tender and close fleshed. Fried or broiled, it's as sweet as a nut, and if everybody could get that kind they'd eat ham ten times as often.

¶ The average ham is stringy and briny and tough. It doesn't suit it all, but by and by a lot of consumers come to believe all ham is like that.

¶ **Vogt's Liberty Brand Hams** are not like that. They are precisely the kind of hams we described in the second paragraph. It would be foolish to say this if it wasn't true, wouldn't it? You'll be glad you got in touch with **Liberty Brand Hams** and so will your customers.

¶ We are advertising them to your customers, by the way.

F. G. Vogt & Sons
INCORPORATED
30th and Race Sts.
Philadelphia



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Daily Grocery Paper Wanted.

Statesboro, Ga., Sept. 5, 1916.
To the Editor.

Dear Sir:—Please name some good daily papers confined to groceries, a daily grocery bulletin, also one or more grocery jobbers where I can get goods at first cost.

Yours truly,
H. Clark.

There is no daily paper or bulletin in the United States published in the interest of the grocery trade. The "Journal of Commerce of New York," a daily, carries a grocery market page.

As to wholesale grocers selling goods at first cost, there are several in the North which get along without salesmen, and profess to sell below the regular market. You could not buy of these, however, for the freights would be against you. There are no such jobbers, so far as we know, in the South, near you.

* * *

Another Victim.

Catawissa, Pa., Sept. 9, 1916.
To the Editor.

Dear Sir:—We are being sued by the Puritan Manufacturing Co., of Iowa City, Iowa, for the collection of a note which we gave in securing one of their piano contest schemes about six years ago. We have in our possession copies of the "Modern Merchant and Grocery World" from the years 1910 and 1911, in which are published exposures of several of these schemes. In the issue of December 5, 1910, the Lyon-Taylor Co. vs. a woman shoe dealer. Could you inform us in what court this case was tried in and the name of the judge who handed down the decision? Also, if you could advise us of any other cases of a similar nature which have been tried in Pennsylvania courts so that we might obtain the court records of these cases. We would be very glad to remunerate you for your trouble.

Very truly yours,
H. R. Baldy.

Answer.—Mr. Baldy has been written that we unfortunately could not at this late date give him the facts he asks for about the case which was reported in 1910. The article did not supply sufficient details to enable the case to be looked up in a law library. There have been several such cases, but whether they apply to Mr. Baldy's case cannot be told without knowing more about it. He gives no facts whatever.

Without doubt the Puritan outfit have done the same thing these concerns always do—turned over Mr. Baldy's note to an "innocent third party," and the latter is now seeking to collect it. If that is so, his defense ought to be that the innocent third party was not an innocent third party at all, but was merely a confederate of the Puritan concern and took the note over for collection because he could collect it while the Puritan Company could not. That is a good defense if it can be established, and Mr. Baldy can then go ahead and make the same answer as to why he should not pay the note, that he could have made without restriction if the Puritan Company had sued him.

* * *

Legal Weight of a Bushel of Potatoes.

Skinners Eddy, Pa.,
September 9, 1916.
To the Editor.

Dear Sir:—Will you please advise me if the Pennsylvania Legislature did not pass a law requiring produce dealers and all persons handling or putting up potatoes to put them up in 3-bushel barrels of 180 pounds; that is, 60 pounds to the bushel? Also, when did the law go into effect?

Yours respectfully,
E. P. Henwood,
Secretary Merchants' Union Protective Association of Bradford and Wyoming Counties.

The Pennsylvania Legislature of 1913 passed a law establishing 60 pounds as the legal weight of a bushel of potatoes, but there is no law requiring potatoes to be packed in a barrel holding three bushels.

* * *

Lowney Company Not Absorbed by United Drug Co.

Boston, Mass., Sept. 8, 1916.
To the Editor.

Dear Sir:—In a recent issue of your publication there appeared on page 13 an item headed, "Lowney Chocolate Co. Sold." Not only are the statements in this article entirely incorrect, but they art of a nature to be of possible injury to this company. On this account we ask you to correct them in the earliest issue available.

Neither the United Drug Co. nor any other company has acquired an interest in the Walter M. Lowne Co., which will continue to ope ate its Boston plant and will hav the exclusive sale of all Lowne products as formerly.

"Chocolate Refiners, Inc.," is Massachusetts corporation whic has taken over the Mansfield plar of The Walter M. Lowney Co where "all products of the coco bean" will be manufactured for th Walter M. Lowney Co. and th United Drug Co., which companie own all the capital stock of the ne corporation.

Yours very truly,
The Walter M. Lowney Co.,
Walter M. Lowney, Presiden

The item objected to was pul lished because it appeared to co from a responsible source. Th "Modern Merchant and Groce World" regrets that it does n seem to have been responsible, a hastens to make the necessary co rection.

Tomato Pack Looks Big But Not Yet Sure.

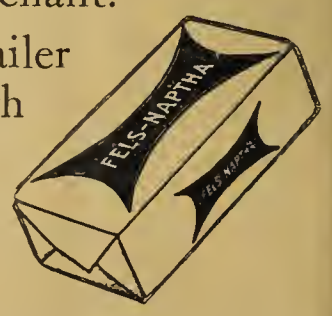
All prospects are favorable for an e cellent crop of late tomatoes. Con tions now are most favorable and wi the continuance of warm, dry weath and a late frost, we look for a ve fine crop and a large pack, despite t labor conditions. From rather incor plete returns the average acreage und contract by canners throughout t United States is 34 per cent. great than last year. New Jersey is 25 p cent., Maryland 27 per cent and Del ware 50 per cent. more than a year ag Indiana shows an increase of 58 p cent. in her acreage and Kentucky h almost doubled hers. Even New Yo shows an 18 per cent. increase, and Oh 47½ per cent. And in considering th let it be borne in mind that a very lar acreage was planted last year despite t wretched crop. Of course, a protract period of cold, damp, sour weather cold rains and high winds would sta an epidemic of septoria or late blig that would effectually shatter the pre ent roseate prospects of the crop.

The Growing Popularity

of **Fels-Naptha** soap is of special benefit to the retail grocery merchant.

Fels-Naptha's growth really means *better business* for the retailer because it shows a good profit by easy, quick, convenient sales, with the least burden and trouble to the grocer.

You make *your* business better by making your **Fels-Naptha** trade bigger!



IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"



Sugar Points NUMBER "Convenience" 2

FRANKLIN CARTON SUGAR is not only the most convenient to sell because it is packed in sealed, ready-weighed cartons, but the weight per container has also been arranged with thought for the grocer's buying requirements. We pack Franklin Fine Granulated in 2-pound cartons and 5-pound cartons, 60 pounds and 120 pounds to the container; Franklin Dainty Lumps (small cubes) in 1 pound and 2 pound cartons, 48 pounds to the container; Franklin Powdered and Franklin XXXX (Confectioners' Lozenge) in 1 pound cartons, 24 pounds to the container. Therefore Franklin Carton Sugar is easy for you to buy in accordance with the exact needs of your trade.

Made from Sugar Cane—Full Weight Guaranteed

THE FRANKLIN SUGAR REFINING CO., PHILADELPHIA

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



No. 381.—An Important Decision Affecting the Lending of Money on Accounts Receivable.

As I have stated before, there are concerns springing up all over the country which make a practice of providing ready money for business men by advancing them money on their accounts receivable. I have described the scheme in a previous article. Not only are concerns coming into existence for the express purpose of doing that and nothing else, but trust companies, already established and doing a regular trust company business, are taking on the purchase of accounts as a side line.

The National Credit Men's Association considers the whole scheme an evil, because it is apt to deceive a credit man who includes in his estimate of a customer's worth the usual item of "book accounts," which often run high. If the book accounts have already been borrowed on, the customer's real worth may be considerably less than it was thought to be. The association will ask for legislation compelling a business man who borrows on his book accounts to disclose the fact to his creditors.

The Illinois Supreme Court has just handed down a decision in a very important case involving the practice of borrowing on accounts receivable, after the manner described above. The law laid down there, which would probably be adopted by almost any court in the country, may change the entire method now used for loaning money on accounts receivable. In the case referred to (Mercantile Trust Company vs. Kastor, 112 N. E. 988, Illinois Supreme Court) the court said that the whole scheme, as practiced, was illegal, because the trust company was getting usury from the concerns who borrowed on their accounts receivable. I have reason to believe that the form of agreement which the Mercantile Trust Co. used, and which was passed upon by the Illinois Court, is substantially used by every concern that lends on accounts receivable. If that is true, it follows that they are all practicing usury.

In the Illinois case the trust company advanced 77 per cent. upon all accounts which it accepted. If the account was paid to it within 15 days a charge of 1 per cent. was made, if paid in 30 days it charged 2 per cent. and 1 per cent. additional for each 30 days thereafter that the account remained unpaid. The merchant was to pay all legal fees and collection expenses. The agreement was drawn with the intention of making a sale of the accounts. The case before the courts was to determine whether it was actually a sale or a pledge. If the accounts were sold the fee was proper, but if the accounts were merely pledged as collateral, the fee, considered as interest, was usurious.

The following is from the court's decision, in which it held that it made no difference that the trust company had tried to make the transaction appear to be a sale of Kastor's accounts; the fact was that it was merely a loan:—

> In our judgment the contract between the Trust Company and Kastor is not an agreement for the sale of accounts, but is an agreement for the loan by the trust company to Kastor upon the pledge of the latter's accounts of 77 per cent. of the face of the accounts at a rate of interest equal to 1 per cent. additional for each additional thirty days from the date of the advancement of the money until its repayment. The agreement fixes no price at which the whole interest in the accounts was to be purchased, but contains a scale of percentages for ascertining the proportion to be retained by the trust company and the proportion to be paid to Kastor out of the accounts when collected.
>
> While it says that the trust company is to pay a percentage of the face value of the accounts on a descending scale from 99 per cent., according to the time when they shall be paid, the instrument goes on at once to provide that the trust company shall never be required to pay to exceed 77 per cent. of the face value. If anything additional was to be received by Kastor it was to come from the collection of the accounts themselves and not from the trust company.
>
> The trust company was in no event to advance more than 77 per cent. of the face of the accounts, and in no event was it to receive less than the amount advanced, with interest at the rate of 1 per cent. of the face of the accounts for the first fifteen days, 1 per cent. for the second fifteen days and 1 per cent. for each thirty days after the first thirty days.
>
> While the parties to the contract have carefully used language appropriate to a sale, the instrument, when complete, evidences not a sale, but a pledge for the security of a loan.
>
> The contract sufficiently shows that the transaction was intended to be a mere pledge of the accounts for a loan of money at a usurious rate of interest. The instrument bears on its face conclusive evidence that it is merely a device to receive more than the law allows for the use of money loaned. The form of the transaction is not material. No device intended to disguise the real character of the transaction can avail to defeat the statute. Calling the transaction a sale of accounts does not alter the fact that the transaction is merely an advancement of money, to be repaid by the borrower with a rate of interest greater than that allowed by law.

Following this, the court of course cut down the Trust company's charges for making the loan. The importance of the decision is not that it prohibits in any way the lending of money on book accounts; it could hardly do that, but it puts a decided crimp in the business by depriving it of most of its profit. I have reason to believe that a constantly increasing number of business people now use this method of raising ready money, so that the matter is one to be taken into account. The only way to get around the decision is to actually buy the accounts, which for various reasons the lending companies do not want to do.

I have made some study of the Trade Acceptances which are a part of the Federal Reserve Act, and believe that in a very short time they will entirely displace the scheme o borrowing money on accounts r ceivable. A Federal Trade Accep ance is little more than I O U. is a written acknowledgment by t buyer, of money owing for goo sold and delivered. A, a wholesal or a manufacturer, sells $300 wor of goods to B, a retailer, to be pa for on regular terms. If A is a customed to borrow on his accou receivable, he will take his against B, with other similar counts, to a lending company a borrow a certain percentage of face value. If he uses the Fede Trade Acceptance plan, he merely ask B to sign a paper knowledging owing A so mu money and agreeing to pay it a certain date. A takes this to bank and discounts it as if it w a note, and thus gets his re money without the enormous in est rates that all of the priv companies charge. The bank discounts trade acceptances can discount them with a Federal serve Bank, and thus there is steady flow of ready money all time.

(*Copyright, September, 1916, by Elton J. Buckley.*)

—

Question: I. Kepler, N Wales, Pa.—July 10, 1916, ordered a suitcase for a custo to retail at $10. When the Am can Express Co. delivered it found it damaged and the party fused to accept it at any price returned the suitcase to exp company and asked them to pay $10, as I lost the sale on it. T want to pay me the wholesale p which was $7.50 and exp charges of 28 cents. Losing sale on it I think I am entitle the retail price, $10; how abou Thank you for your informatio advance.

Answer.—I regret that my j ment must be that you can c only the value of the suit which means what you paid fo The law will not permit you to lect the profit on the sale.

—

NOTE.—Requests for informatio this department should tersely se in full all the faets bearing on the and all questions should be care framed to avoid misconstruction. on one side of the sheet only. L should be received at this office later than Tuesday of eaeh week, t sure an answer in the Monday's following. The signature and ad of the writer must aeeompany a quiries, and will be published less there is a request not to do so. inquiries received will be answ without charge. Address all comm eations to Legal Editor "Modern ehant and Grocery World."



Bigger Grocery Profits

Your perishable stock is your biggest source of loss through waste and quality deterioration. Yet it can be made the biggest source of profit through proper preservation. This means that your refrigerator and display cases must be scientifically correct. You can stop that waste through spoilage and deterioration—minimize ice charges and turn your loss into profit when you intsall

McCray Grocers' Refrigerators

Their construction is scientific. It provides for a constant, rapid circulation of cold dry air through every compartment. All impurities and odors are carried off through the water-sealed drain pipe.

McCray Refrigerators are used and preferred in the country's finest and best groceries. Their supremacy has been maintained for over 30 years.

We make an extensive range of styles and sizes of grocer display refrigerators and cases which are already built, arranged for either ice or mechanical refrigerators. Or, if you desire our expert draughtsman will design a refrigerator to meet your exact needs and to conform to any store arrangements.



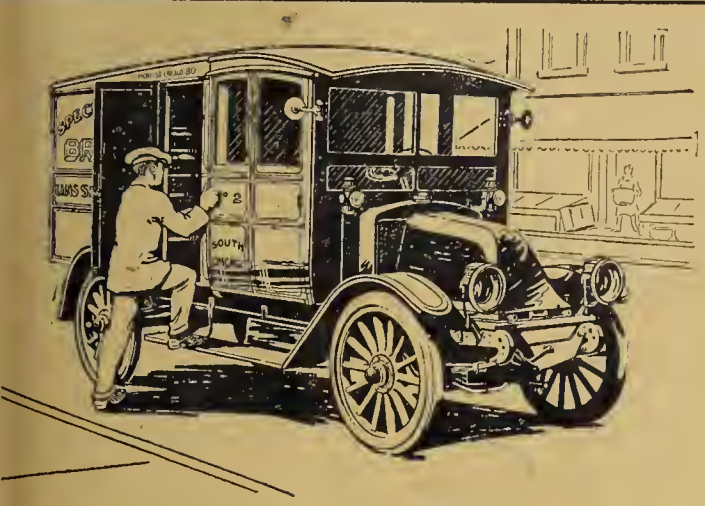
Write To-day for Catalog

No. 70—For Grocers and Delicatessens.
No. 92—For Residences.
No. 61—For Meat Markets and General Storage.
No. 50—For Hotels and Restaurants.

McCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities



A Style for Your Business

International Motor Trucks

in two sizes, are now furnished in styles sure to meet the needs of your own business. Two or four cylinder motors; chain drive or shaft; solid tires or pneumatic; any desired style or size of body—all the advantages which a great organization gives are at the service of International Motor Truck purchasers.

INTERNATIONAL MOTOR TRUCKS—New Models—Attractive Prices

E —1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F —2000 pounds capacity, internal gear drive (chassis) $1500

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory. Special bodies furnished for any line of business.

Drop us a line for full and interesting information about the three popular models at the new rock-bottom prices.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**



Being a Church Member and a Business Man.

I wonder after all whether being a church member and all that sort of thing makes a fellow any better business man. I mean any squarer business man.

I used to have a grandmother—God rest her soul!—that thought so. She didn't think she could trust a fellow at all unless he had religion, and she used to buy her stuff of one of the worst old run-down rips in the town, just because he belonged to her church and had a class in Sunday School. The trouble that dear old soul went to just to help along one of the flock was the limit. There wasn't many like her, and there ain't many like her to-day. I ain't sure there ought to be. People nowadays believe that being a church member don't make a fellow any better business man than the one that ain't a church member, or any squarer, and they give their trade to the one they think's the best. And after all, ain't that right?

I know a chap that's got a good store not far from York, Pa. I used to sell him some goods, but him and I couldn't hit it and I dropped out. He's a church member, very muchly much of a one. He's in church up to his neck—a deacon or something in the church, and a teacher in the Sunday School, and a secretary in some other society they have. On Sundays they tell me he takes his cheese sandwich, goes there at nine o'clock and stays all day.

Between you and me—I don't want this to go any further—I wouldn't trust him with a tin nickel. He's as sharp as a razor and he cuts both ways. It always seemed to me as if his idea of religion was this: that if he did all these stunts on Sunday he could do what he darn pleased on week days, and it wouldn't be laid up against him. Sort of insurance policy, if you know what I mean.

I've known that fellow to lie and to steal. He lied to me once, and he knew he lied, about a competitor of his, so I wouldn't sell the competitor a certain thing that he wanted me to sell to him and nobody else. I ran that lie out that very day and found out that there wasn't a blame thing in it. I found out too that the man that told it was in position where you can bet he knew that. And when I found all that out I went back to the church member—that was the time we broke—and I said a few well chosen words to him that I'll bet he remembers, unless he's got a hide like a rhinocerous. This is what I said:—

"You told a mean lie to me this morning, Battersby, about ———, and you did it because you thought you could make something for yourself by it. You—a church member that sings psalms through your nose every Sunday. You're a first-class pole cat and I'll never come in your place again as long as I'm on the road!"

He wrote to my house and tried to lie about me too, but I soon fixed that. And if it wasn't that I swore when I was married that I'd never kill another person, I would have gone in his store again—once more, to smash his skull.

I said I'd known the same man to steal, too, and I have. He used to make claims on us that hadn't anything in 'em at all. I proved 'em to be phony twice, and he practically owned up to it once.

A liar, a thief and a church member. I'll bet the Almighty is laying for him all right and when his time comes to walk up and take his medicine, instead of a gold cornet he'll get a swift kick.

Now I know a lot of other church members and they ain't all that way. —gee whiz, no! But if you ask me, I can't say as their being church members makes 'em any squarer, or any better business men. I ain't running down church members, don't get that in your head for a minute. I'm just saying that in business, my experience is that a fellow is honest if the Lord made him that way, whether he's a church member or whether he ain't, and he's dishonest, if the Lord made him that way, whether he's a church member or whether he ain't.

Why one of the squarest chaps I do business with don't believe in religion, don't believe in church, don't believe in anything like that. As a cusser he's the daddy of 'em all. He's a chap a lot of you wouldn't let come inside your house if you heard him talk first. And yet I'd take his word for anything. He's as near absolutely square as a chap can be. He wouldn't take a hair line advantage of you to make a million dollars.

I often wonder how the Almighty'll look on two chaps like that, when they stand up there some day, to get what's coming to 'em. I suppose both of 'em'll be told to go to, and yet the cusser who's square certainly ought to have better luck than the church member that's crooked. Don't you think so? At least he's no blamed hypocrite.

THE STROLLER.

Pennsylvania Organization Notes.

Shenandoah has organized with over 100 members. An effort will be made to have the new association affiliate with the State Association.

* * *

Girardville is ready for organization. Mr. Smedley has been asked to assist in the work.

* * *

Pottsville business men, to the number of about seventy, made a two-day automobile trip to various points in Schuylkill County and visited Danville, Sunbury, Hershey, Harrisburg and Reading. It was a "get acquainted trip," and the results were in excess of expectations.

* * *

The Millheim Business Men's Association has been organized and the following officers elected: President, I. Nieman; vice-president, W. L. Hman; secretary, L. W. Stover. The association will join the State Association. The new organization was effected with the aid of the following members of the Lock Haven Association: H. Shaffer, president of the State Association and also president of the Haven organization; Cyrus M. Ell W. T. Griffith, Harry Wilson and Vter Winter.

* * *

Reading held a big "Dollar Day" on September 7th, which was a success.

* * *

Wilkinsburg retail grocers will on September 21st to discuss vexatious trade problems that they to solve through closer organizatio

* * *

The third convention of the chants of Schuylkill County was at Maylan Groves, Minersville Thursday, September 7th, and it w big success. Entertainment for the itors was provided by the Miner Business Men's Association. Dele were present from Ashland, St. Shenandoah, Pottsville, Mahanoy and Girardville. The convention called to order at 2 P. M. by P Kelley, president of the local ass tion, who warmly welcomed the vi and outlined briefly the great nee closer co-operation among the chants of the county. Rev. J. E. ley made the invocation, after Ira B. Jones, of Minersville, s mented the remarks of Mr. Kelle took the chair as presiding office introduced Rev. J. E. Granley, made an admirable address on "P ples and Policies in Business." a masterly effort and was freq interrupted by loud applause. W Smedley then gave a talk on "O zation," and he was followed by Guynon, of Mahanoy City, who g straight-from-the-shoulder talk "Business Courage." Brief talks made by George Niedhammer an Monaghan, of Ashland, and Mr. larkey, of Girardville. A violent arising at this point, a recess was without motion until the storm a The interval was used to serve re ments.

Reconvening, a permanent org tion was formed, to be known Business Men's Association of S kill County. The following were elected: President, H. R. Pottsville; vice-president, P. M. Minersville; secretary, Geo. Niemer, Ashland; treasurer, D. F. G Mahanoy City. Ashland was sele the place for the next conventio the chairman was instructed to a an Executive Committee.

A fund for general expens raised, after which a resolutio adopted calling attention to t

table assessment on coal lands and attention of the proper officials of county was ordered called to the e, and a committee consisting of esentatives from each town ordered ointed to prosecute the inquiry until f was obtained.

dorsement of the work done by the anoy City Association in its ef- s to remove a dangerous grade sing at Vulcan was agreed upon, inasmuch as the Public Service mission having ordered the evil ed and the railroad company had ested a rehearing, it was agreed that the convention join Mahanoy City in a request that an early date be set for the same. The convention then adjourned to meet in Ashland upon a date to be set by the Executive Committee.

* * *

A disappointment was caused the visitors at the Schuylkill County convention by the absence of Mr. Albert Kaiser, of Philadelphia, who was scheduled to speak on "The Retailers' Opportunity." Mr. Kaiser had fully intended to be present, but illness prevented.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Quit Ye Like Men."—Whatever thing is that interferes with your gress—quit it. It may be late hours, ay be cigarettes, it may be the worry it, personal resentment, jealousy, oyalty, or it may be the saddest and t bitter enemy of all—the booze t. You are big enough and strong igh and you are sensible enough to n any one of them before strangula- comes.

ou can't drink and be a success. dreds of thousands of brighter ds than yours or mine have tried it total failure was the result. *Now*, now only, is the time to turn right it face and "quit ye like men."

* * *

ou as Manager—Or head clerk or idential salesman were selected for position because of special qualifi- ons and it is up to you to continue thy of that selection. The store is ly a reflection of *you*. It won't do ut the blame on others for dirt and rders. It won't do to complain of of co-operation—you must create peration. Goods well displayed in store, along with cleanliness and eral neatness, is your part of the k.

hen you see a dirty kitchen or a y dining room you do not associate condition with the man of the se or the boys of the house. You luntarily place the responsibility on woman manager of that house, and in turn when she sees carelessness bad arrangement in your store it ows that the porter isn't to blame, the cashier, nor even the civil ks, but the man who hires these ple and directs their work—you.

* * *

matter came up at a certain board eting on which the writer acts. The er had failed to carry out instruc- s given at a previous meeting, giv- as an excuse a most elaborate ac- nt of the apparent impossibility of ing any satisfaction from the party who was to be interviewed. Said the president, "We want to hear no more of that; get the information and get it at once."

The above suggested the subject of

* * *

Excuses—and a good clerk ought to feel too proud to make excuses. If you could only realize how feeble you appear before your superior when you offer silly excuses for not carrying out out instructions you would surely hesitate many a time before offering them.

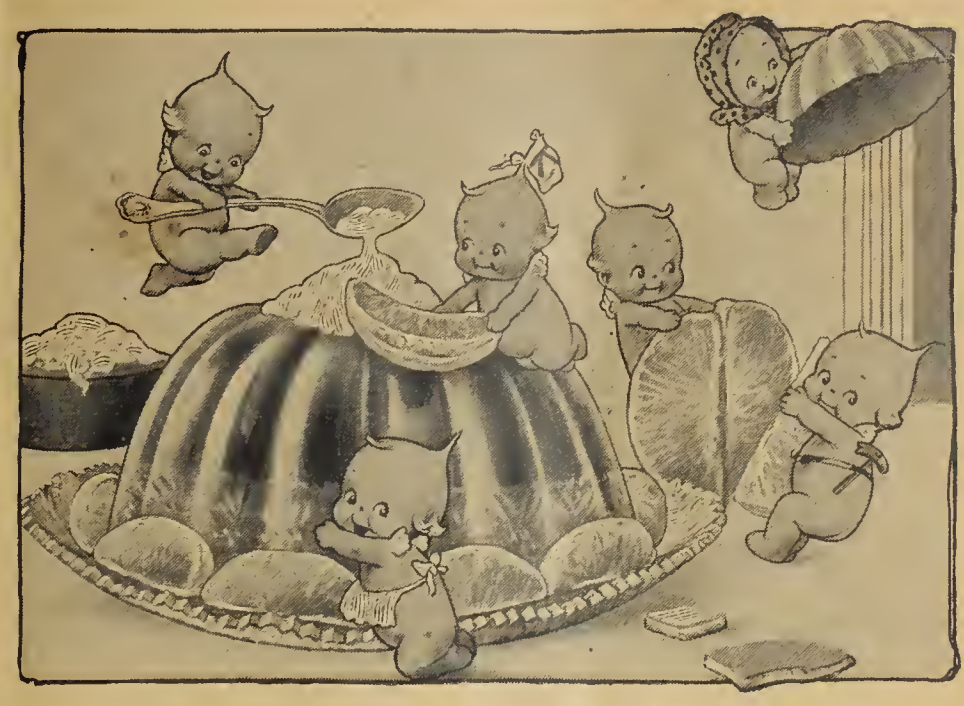
True, there are many exceptions, but there are far too many that are not exceptions. Don't give a thing up because of some weak obstacle. Kick it over head first and go about that business.

* * *

Are You a Country Grocer?—We mean by that a cross-roads, six steps to the door, open-lot grocer. Hay and grain "department" in the rear and kerosene "department" on the right as you enter. Then put in Nabiscos and stuffed olives and cakes that go with ice cream. Do it if you want to be talked about. All good advertising begins and ends in talking about you. Two and three miles around your neighborhood girls and the mothers of girls are constantly having parties, little blow outs, and tids bits served at these little affairs come from "town."

* * *

Not that these girls and their mothers don't want to patronize you, but because you don't want to patronize them. You don't step in line. You give the salesman the ha! ha! when he suggests a can of assorted cakes to sell at 18 cents a pound. You ask him if he thinks you're a Park & Tilford store when he shows up a can of sliced peaches that can be sold for 15 cents. You good, honest, hard-working country grocerymen limit yourselves. You simply banish your better class neighborhood trade by not carrying anything they want—on "occasions."



Cook or No Cook, Anybody Can Do That.

Although the Kewpie Cook,

"Whose apron hangs before his legs,
Is most expert with ham and eggs."

he can make a Jell-O dessert as beautifully as if he had never done anything else. Wag the Chief or the Carpenter could do it alone. For

JELL-O

doesn't have to be cooked. All that is necessary is a package of Jell-O, a pint of boiling water, and somebody to put them together.

That is one reason why Jell-O is so popular with your customers.

Another reason, which is particularly interesting to every grocer, is that the Jell-O quality is so high that it is good enough for "gilt-edge" trade and its cost is so low that very economical customers buy it regularly.



Made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each **10** cents.

THE GENESEE PURE FOOD COMPANY, LeRoy, N. Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.



A Fish Product from the Fish Country

All through New England **Gorton's Codfish** is as much a household word as anything can be. Everybody knows it and everybody recognizes it as the highest grade codfish packed.

And it is coming into a similar position in other sections. Do you want to handle the very finest real old-fashioned **Codfish** you can get? It is **Gorton's,** and you can get it at your jobbers.

Packed in the fish country.

Gorton-Pew Fisheries Company

GLOUCESTER, MASS.

The Science of Retail Advertising

This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon reguest, and to the suggesting of original advertisements when data is supplied. All communications sent in for this department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up in strict rotation.

Perhaps it will be an agreeable change for all of us if I depart for once from my usual habit of criticising advertising matter sent in, which I have pursued weekly for many years. Last week one of my friends was good enough to invite me to accompany him on a motor trip through New England. To reach New England we were obliged to pass through portions of Pennsylvania, New Jersey and New York State. In the entire trip we passed through forty-seven sizable towns and villages, outside of the cities. I told my friend in the beginning of a certain thing I wanted to do, and he very generously consented to endure the necessary delay. It was to get in all the towns where a local paper was published a copy of it so that I could size up the advertising of the local grocery stores. All told, thirty-three of the forty-seven towns published their own local papers, and I got a copy of every one, merely by driving by the office and buying the latest issue. At my leisure I looked them over, and thus was able to form an idea of the quality and character of the retail grocery advertising done in the regions through which I passed.

* * *

It has been a pet idea of mine that the quality of the advertising done by the small town grocer has been steadily improving for several years, but I confess I found this idea somewhat weakened after an examination of these thirty-three papers. The average was lamentably low. The grocery advertising in these thirty-three papers—or I should say in the thirty-two, for in one there was no grocery advertising at all, though it was a town of 1,800 people, with three or four stores anyway—could be divided into three classes:—

1—The stores that evidently advertised on a trade basis, or simply to help the paper along.

2—The stores that evidently tried to make their advertising effective and expected it to get results, but did not know how.

3—The stores that evidently tried to make their advertising effective and expected it to get results, and *did* know how.

Of course often I would meet all three classes in one paper, although usually there was a neighborhood average that was quite remarkable. If any of the grocery advertising was careless and sloppy, usually all of it was. Apparently there was nobody to stir up the dry bones. On the other hand where there was one good brisk advertiser there was almost certain to be more, because that one stirred up the whole trade to follow him. In the first class I put twenty papers. In the second class I put eleven and in the third class only one. Out of all the grocery advertising in those thirty-two papers there were only three advertisements that any experienced advertising man would in my judgment call good and two of those were in one paper.

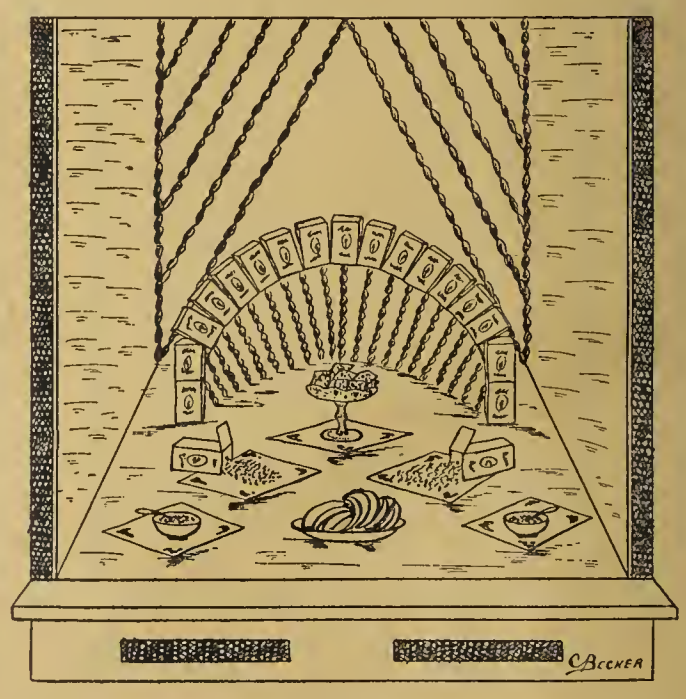
* * *

It was a very interesting experience for me, and one that I have never been able to have before. I am sorry, however, that it turned out the way it did, for it appeared to show that the average town advertising is lower than I thought it was. How can it be raised? One way of doing it might be for the local merchants' associations in towns of a few thousand, or the county or State association if there is no local, to have weekly or monthly lessons given to members by a competent advertising man.

An Interesting Cut-Price Suit.

Suit for an injunction to restrain Philip G. Affleck, a druggist at Fourteenth and F streets, Northwest, Washington, D. C., from selling Ingersoll watches at a price less than is set by the manufacturer, has been instituted in the Supreme Court of the District of Columbia by Robert H. Ingersoll & Brother, of New York. The manufacturers state that they undertake to assist the retail trade in selling their watches to the general public. To this end they apply their special name and trade-mark "Ingersoll" to the watches and place in each a written guarantee. They also furnish to the retail distributors certain so-called "selling helps," consisting of certain fixtures, display cases, stands, cases and other advertising devices, bearing permanently thereon their trade-mark and being adapted to advertise, display or contain their branded watches. In addition to these, they also assist in the retail selling of their watches by means of extensive general and special advertising. They contend that these "selling helps" were placed at the disposal of the druggist for use in the distribution of the branded watches and was permitted by the plaintiffs to display, mention and benefit by their name, trade-mark, guarantee, reputation, good will, "selling helps" and advertising, in the display, disposition and sale of their watches, and that the druggist availed himself of these privileges. The manufacturers represent that the low retail selling prices of these watches are dependent upon the gross bulk of their sales, and this in turn is dependent upon their standardized sales system, comprising the various things mentioned above. It is further represented that this standardized sales system is dependent upon and essentially includes a standard retail selling price and that the distribution of their branded watches generally among the retail trade of the country is in turn dependent upon the integrity of plaintiffs' advertising and standardi retail price, so that low prices for watches to the consuming public is rectly dependent upon large sales wh can be secured only through standa ized selling methods, and that the moralization of the system by any f ure of the retail distributors to work harmony therewith is calculated to does have the effect of increasing distribution costs and this tends to crease the retail prices of their bran watches. They allege that the drug has been selling the Yankee watche 69 cents each, and threatens to c tinue to offer and sell them in vi tion of a contract said to have been tered into by him, unless enjoined the court. They ask for an order straining him from continuing the of the watches at 69 cents or any p less than the price forming part of standardized sales system, unless removing the watch or watches f the case, container or package in wh they are contained, the plaintiffs' na trade-mark, trade name, guarantee all other printed, written or stam words indicating that the watch watches is or have been manufactu by them, or with the use of their called "selling helps" or adverti matter.

Weekly Window Display Suggestions



Puffed Rice Display.

This makes a very attractive display if the color scheme is red. Co the side walls with a nice shade of red crepe paper. In the center, tow the front, place a dish of choice bananas and on either side on paper n kins place a bowl half filled with puffed rice. In back of this, on napki display some of the puffed rice falling from opened boxes, as shown in t illustration. In the center, to the rear, place some candy made from t puffed rice in a tall glass dish. To make the arch, cover a flat hoop w the red crepe paper and nail the ends securely to the bottom of the windo Fasten the boxes together by forcing strong pins through the bottom corn of each at the back. Place two boxes at each side and allow the end or of the arch to rest on them. Finish with twisted strips of the paper—t smaller ones being cut about two inches wide and the ones at the rear abo three inches wide.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

You'd Think It Was a Dun!

Have you ever been in a wholesale grocery house when you could watch the difference between the reception received by an unstamped specialty order and that received by a stamped specialty order?

You would think the unstamped order was a dun, by the treatment it got. But the stamped order is almost *invariably* taken care of and treated like real business. As indeed it is. We know of practically no jobber to-day who plays fast and loose with a specialty order that bears either of the above stamps. He is not so foolish, now that it is guaranteed.

All this holds a lesson for you, Friend Retailer. It is that when you sign a stamped specialty order, you will get your goods, and get them when you want them.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 137.

We have a 200 account Perfection Account Register in good shape; cost $45, will sell for $15. A five-station cash carrier used in grocery; will sell for $25. LEE & COPELAND,
1146-48 Water St., Meadville, Pa.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen; 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & Co.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cooki Racks, 20-can capacity; cost $5 each, a $2.50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted siz cans, 20c. to $2.25, U-Auto Varnish; ca be applied with a cheese cloth; exterio and interior, at 40 per cent off retai list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 142.

50 cases 12-oz. A. P. W. Full Weigh Brand toilet paper, 100 rolls to a case $6 case.

10 cases Picnic California Apricots 85 cents doz.

15 cases Indian Cornstarch, 75 cent doz.

50 cases Sano Cleanser, 4, $2 case.

15 cases ½-lb Yellow Tail Fish, 7 cents dozen.

20 cases assorted Nesnah, 60 cent doz.

25 cases No. 2 Red Cherries, 75 cent doz.

15 cases No. 3 New York Stat Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 cent doz.

20 gross Sanitary Jar Caps, 50 cent gross. WITMAN BROS.,
40 N. Tenth St., Harrisburg, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster an Electric Motor, good as new; would lik to sell for $80.

"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not mov after four weeks, will the owner kindl notify us, so that the offer may be dis continued? We desire to keep the de partment as clean and fresh as possible and if goods don't move in four weeks they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

FOR SALE.—Stock of general merchandise and fixtures, invoice about $1,500; in town of 600, in York County; churches, schools, manufactories and good farming country; rent low for store and dwelling; sickness and death cause of selling. Address A. B., care Grocery World Publishing Co., 927 Arch St., Philadelphia. 13

FOR SALE.—Best of all, general store and huckster route in the heart of Lykens Valley, three and a half miles east of Millersburg, Pa. New buildings and stock and the only store in this place. Amount of stock, $4,500; can turn stock four times a year. Will sell stock and buildings at a reasonable price. Large school and three churches at this place. Reason for selling, on account of sickness. Address J. W. Strawser, Killinger, Pa. 12

FOR SALE.—Stock and fixtures and lease of old-established general merchandise store, fifteen miles from Philadelphia. Cash business $22,000 last year. Address A. M., care Grocery World Publication Co., 927 Arch St., Philadelphia. 12

FOR SALE.—The most up-to-date general store in a town of 3,000 people, doing a big business and growing fast. The reason for selling is going in the wholesale business. The best location in town. All information will be given to real buyers. Building is 40 x 70 feet, three stories, and warehouse attached. Address Box 225, Manheim, Pa. 14

MISCELLANEOUS

WANTED.—Mr. Manufacturer, if you have a quality article and wish to get distribution in Rochester, N. Y., and vicinity, write me. A. N. Bateman, 61 Cornell St., Rochester, N. Y. 12

This Space Reserved

for

C. Wilkinson's Sons

"If I went into business again," said an old retired grocer the other day, "I should sell nothing but goods that had been advertised into a public acquaintance. I should sell them on small margins and turn them just as fast as I could. I believe I could cut down the expense of doing business five per cent. by doing it that way."

He could too—but it would take nationally advertised goods to do it.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, SEPTEMBER 18, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polisb	24
Flour	13
Fresb Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potasb	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matcbes	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Paper	9
American Meats and Sausages	11
Cheese	12
Eggs	12
Provisions	20
City Pure Lard	21
Compound Lard	21
Dressed Meats	21
Dressed Poultry, Fowls	21
Preserves, etc	21
Salt	23

DECLINES.

Sugar	1
Cottolene	12

—1—

SUGAR.

	Barrels.
Cut Loaf	7.55
Eagle Tablets	8.40
Crystal Dominoes, 24 5-lb. pkgs	9.40
" 60 2-lb. pkgs	9.40
Patent Cubes	6.90
Confectioners' Lozenge	6.55
Powdered	6.55
Fruit Powdered	6.40
Dessert and Table, 2-lb. cartons, 48 lbs.	6.70
Granulated, fine or standard, McCahan	6.45
" " Franklin	6.45
" extra fine, bbls	6.40
" " 2-lb. bags	6.80
" " 5-lb. bags	6.80
" " 10-lb. bags	6.70
" " 25-lb. bags	6.60
" " 100-lb. bags	6.40
" coarse	6.55
Confectioners' Crystal A	6.40
A Confectioners'	6.30
A No. 1	6.25
No. 2	6.20
Franklin B	6.05
Extra C	5.80
C	5.65

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ¼ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, In 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 100. 2-oz. tins, doz. .90

Sunflower, I. and C., Formosa Oolong or Mixed, 100. 2-oz. tins, per doz. .90

Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin 1.65

Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin 2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls ..... per doz.	.75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz ..... per bbl.	12.25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ⅓ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

	Per doz.
Mason's—	
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mlld	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12½
Rio, Golden, fancy	.12½
Rio, prime	.10¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.17¼
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.17
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (t. o. b. N. Y.)	18.00	18.10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	.....
Tomson-Hummels, tin, ½ gross ..... per gross	2.60
" imp., ½ gross ... "	2.15
Floto's, improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per lb.
Creamery specials	.37
" extra, 60-lb. tubs	.36
" first, "	.35
" second, "	.34
" third, "	.33
" dairy, extra, bakers' use, 30-60 lbs	.28-.31
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.38
Print Butter—	
Prize	.33
Gurnse, lbs. and ½ lbs.	.40
Awltru	.38
Honebe	.36
Star or S. D., 1 lb., 20-50 lb. bozes	.41
B. B., E. D., 20-50 lb. boxes	.40
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.39
Sheaf ("400"), Elgin, 20-50 lb. boxes	.38
Sbeaf	.36
White Rock	.40

CANDLES.

	Per lb
P. & G., 8s, 30 lbs	.10½
" 16s, 30 lbs	.11½
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07½
Searcblight, botel, 16s, 30 lbs	.06½
Peerless, hotel, 16s, 30 lbs.	.09½
Bright Light, 16s, 30 sets to box ..... per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.60
Quarts	5.25
Pints	4 90
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz ..... per doz.	.17

CATSUP.

Snider's—	Per doz
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.85
Medium, 25 bottles	4.40
Large, 12 bottles	3.50

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CANNED GOODS.

ked Beans—	
Ritter's	1.00
B. & M., No. 2	1.20
Campbell's, 16 oz., tomato sauce or Boston style per case	
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No. 2	1.40
Dog's Head, No. 3	1.45
Victory, No. 1	
matoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
na Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
ring Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
ed Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
rn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.85
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	
as—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.85
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.85
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
ets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
ccotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
sparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
mpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
inach—	
Standard, Maryland, No. 3	1.05
ur Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

pricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.75
rtlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
hite Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
aches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
aches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
aches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

pples—	
New York State, No. 3	.90
" " No. 10	2.75
ackberries—	
In syrup, No. 2	1.35
In water, No. 2	
erries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
aches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
ars—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.25
" water, No. 3	.90
ums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
ueberries—	
Maine, in water, No. 2	1.40
rawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard, No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Devilled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	23.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ¼s, 100	
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, ollve oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, ollve oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Boulllon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Glub, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.80
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.55
" No. 1	6.25
Turkey, No. ½	3.55
" No. 1	6.25
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups—Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90

	Per case
Campbell's, No. 1s, 10½ oz., 4 doz.—	
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅙-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ⅛-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ⅛s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box.....per box	1.65

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Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case.....	.30
Bensdorp's Royal Dutcb Cocoa—	
12 lbs. in box. Per can.	Per
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-oz. oval cans, 3 doz. in box ..... .18⅛	2.20
½-lb. round cans..... .29	3.48
1-lb. round cans..... .57	6.84
60 lbs. in case. Per can.	Perl
5-lb. round cans..... 2.50	.50
Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.30
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case.....	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case.....	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes.....	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes.....	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls.....	4.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.75
Scott Tissue Folded Towels, 11x15, 150 to carton, 25 cartons.....	7.00
Scott Tissue Roll Towels, standard size 11x15, 150 to roll, 25 rolls.....	7.00

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb.	.69	¼ lb.	.57½
½ "	.83	½ "	.69
1 "	1.11	1 "	.92½
2 "	1.47½	2 "	1.23
3 "	1.75½	3 "	1.46
4 "	2.17	4 "	1.81
5 "	2.49½	5 "	2.07½
6 "	3.04½	6 "	2.54
7 "	3.32½	7 "	2.77
8 "	3.55½	8 "	2.96
10 "	4.01½	10 "	3.34½
11 "	4.57	11 "	3.81
12 "	4.71	12 "	3.92½
14 "	5.95½	14 "	4.96½
16 "	6.37	16 "	5.31
20 "	7.15½	20 "	5.96½
25 "	7 89½	25 "	6.58
30 "	8.45	30 "	7.04
35 "	9.79	35 "	8.15½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle.....	.65
20x30, "	1.40
24x36, "	1.80
Butter, Parchment—	Per pkg.
9x12, 1000 sheets.....	1.18
Toilet—	Per case
Extra quality, 100 rolls.....	7.25
Good " 200 "	.....
Butter, Wax—	Per pkg
9x12, about 480 sheets.....	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1.54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom—

	Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl.....		.55
24½ lbs., ⅛ bbl.....		1.03
49 lbs., ¼ bbl.....		1.87

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	Per lb.
No. 1, Manilla, light weight—	
12 in. rolls.....	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛
Silk Fibre, No. 1—	
9 in. rolls.....	.05¾
12 "	.05¾
15 "	.05¾
18 "	.05¾
20 "	.05¾
24 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.60
" 2 doz.....	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz.....	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass.....	2.10
Peninsular, 4 doz.....	5.00
Star, 4 doz.....	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	4.10
" " small, 6 doz	3.10
" " family size.....	3.75
Silver Cow, small, 6 doz.....	3.10
St. Charles, small, 6 doz.....	3.10
" tall.....	4.10
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz.....	3 10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby) .	3.00
Gold (Tall) ..	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer.....	.14
Coconut Gem.....	.14
Fruit Cookies.....	.12
Ginger Wafer.....	.10
Graham Wafers.....	.12
Grandma Cookies.....	.12
Honey Jumbles, XX.....	.12
Iced Honey Jumbles.....	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms.....	.13
Raisin Cookies.....	.12
Saltines	.13
Spiced Wafers.....	.10
Sugar Cookies.....	.12
Water Crackers.....	.09
7-lb. tin pails—	
Arrowroot Biscuit.....	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons.....	.20
" Butters	.18
Cocoanut Macaroon.	.20
Fancy Jumbles.....	.20
Lemon Sundaes.....	.18
Sweet Marie.....	.18
7-lb. Tin Pails	
Chocoroon.....	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large.....	1.00
" small.....	.50
Gingerettes.....	1.00
Gold Medal Soda, small.....	.50
" " large	1.00
Grabam Wafers.....	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelpbia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.10	.10½
Oyster Crackers.....	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust.....	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per doz.	1.40
" " with horseradish.... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish.... "	.....

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Wein Senf, bbls.....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls. .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs.....per keg.	1.75
" 2-gal. pails.....per pail	.90
" 1-gal. pails..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sifting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, ... less	.....
Sap Sago, 3 to lb.....cask, per lb.	.....
" " ..... less than cask, "	.....
Roquefort.....12 in case, "	.....
" .....less than case, "	.....
Parmesan, about 30 lbs ....loaf, "	.....
" .....less than loaf, "	.....
Edam, 12 in case..... .....case	.....
" ....single	.....
" in tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	3.00
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 1 .....loaf	.....
" No. 1 .....less than loaf	.....
" square loaves, No. 1, about 25 lbs. each.....per lb.	.29
Limburger, No. 1..... .....box and ½ box	.19
" No. 1.....less than ½ box	.20
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster .....per lb.	.23
Brick, No. 1..... "	.....
English Dairy..... "	.24
Pineapple, picnic size, 6 in box.....per box.	3.00
" gem size, 6 in box ..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4 50
Lunch size, 2 doz.....	2.40
Picnic size, 2 doz	1.35
Trial size.....	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45
	Per box
Fromage de Brie, M. C. C., 1 in box.....	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box.....	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight.....per lb.	.....
Weiner Wurstel, 16 in tin.....per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's .....per lb.	.....
Imported Frankfurters .....per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small.....per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S.....	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	.....
" Diamond S.....	.29	.....
" G. A. P.....	.....	.....
Landjager, short.....per lb.		.35
" long ..... "		.....
Mortadella, dry..... "		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		2.40
Tongue Sausage.....per lb.		.22
Smoked Braunschweiger Liver Sausage "		.21
Lachs Ham..... "		.46
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.		1.00
Lebanon Beef Bologna.....per lb.		.22
Paprika Speck ..... "		.18
Mettwurst, half round..... "		.25
Liver Sausage, special, truffle, goose or sardellen.....per lb.		.35
Smoked Thuringer Blutwurst..... "		.....
" Pfefferwurst ..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Tripe, 5-gal. kegs.....	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.05
" 5-gal. kegs.....per keg	2.25
Russian Sardines..... "	.....
" 5-lb. pails.....per pail	.75
" 10-lb. pails..... "	1.45
Beef Salad, in glass	1 00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots.....per keg	1.35
Milkers, Y. M..... "	1.50
Mixed, standard, bbls.....	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls.....	12.95
Milkers, " bbls.....	.....
" " ½ bbls.....	.....

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Marinirte Herring, imported, about 40 in pail..	2.75
Roll Herring, imported, about 25 in pail.....	.....
Spiced Herring, imported, about 40 in pail.....	.....
Norway Stockfisb, dry.....per lb.	.22
Matjes Herring .....piece	.....

Bismarck Herring.

Round tins, with key, pint.. .....per doz.	2.65
" " quart.....per tin	.42
" " 2 quarts.....	.75
" " 4 quarts.....	1.25
Roll Mops, 4-quart tin.....	1.30
" 2-quart tin.....	.75
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand.....per keg	.....
" 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
Cut Spiced, 10-lb. pails..... "	.....
" 5-gal. keg.....per keg	.....
Russian, in glass jars.....per doz.	.....

Norway Anchovies.

Fancy, keg.....	.....
" ½ keg	.....
" ¼ keg	.....
" ⅛ keg ..... per doz.	3.60
Original package.....per ⅛ bbl.	.....
Repacked, 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
" 5-gal. kegs..... per keg	.....
½-lb. flat tins.....per doz.	.....
½-lb. tall tins..... "	.....
" 1-lb. tall tins..... "	2.10

Salt Sardellen.

Original packages, 1902.....per anker	.....
Repacked, kegs, about 8 lbs.....per keg	3.25
" pint jars..... ...per doz.	5.25
" large tumblers..... "	.....
" small tumblers ..... "	2.00

Russian Caviar.

1-lb. tins.....per doz.	.....
½-lb. tins..... "	.....
¼-lb. tins..... "	.....
⅛-lb. tins..... "	.....

German Dill Pickles—Regular Size

60-gal. casks, about 2000 .....per cask	.....
50-gal. bbls., about 1200 .....per bbl.	13.50
15-gal. kegs, about 500 .....per 100	.....
10-gal. kegs, about 300 .... "	.....
5-gal. kegs, about 150 ..... "	.....
10-lb. pails, about 50.....per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....	.....

Domestic Sourkrout—Long Cut.

60-gal. casks..... .....per cask	.....
48-gal. bbls..... .....per bbl.	.....
10-gal. kegs..... .....per keg.	.....
5-gal. kegs..... "	.....
10-lb. pails .....per pail	.....

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	.....
Spitzkugein..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 in pkg., "	.....
Amandines, 9-lb. tins.....per tin	.....
" small tins..... "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg.....	2.50
" " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, bags 110 lbs.....per bag	.....
Green Kern.....per lb.	.35
Potato Flour ..... "	.09
German Dried Pears ..... "	.....
Dried Mushrooms ..... "	.....
Juniper Berries ..... "	.08
St. John's Bread..... "	.....
Bay Leaves..... "	.08

COTTOLENE.

Cases, small, medium or large cans.....	7.20
Tierces, about 350 lbs.....	.12
½ bbls., about 180 lbs.....	.12
Tubs, about 65 lbs	.12

CHEESE.

New York, full cream, fancy, old, 40 lbs	.....
" " choice, new, 35 lbs.....	.20
Picnics, full cream, fancy, new, 20 lbs.....	.21
Swiss, domestic, about 30-lb. blocks.....	.27
" " about 70-lb. loaves	.....
McLaren's, medium, 2 doz .....per doz.	1.35
" Club, 2 doz..... "	1.00
Red Edam .....each	1.60
Philo Cream, 1 doz. 10c. size.....per doz.	.95
Elkhorn Pimento, 1 doz ..... "	1.40

EGGS.

	Per d
Nearby, candled and selected, 30 doz.....	.3
Western, selected.....	.3
Milhen Farm	.4
Awltru, packed in cartons	.3

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FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.33
Anchovies, in oil, 6 ring bottle	per doz.	6.50
" " 3 ring bottle	"	3.25
Capers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Canton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
Cherries in Maraschino, glass, 1 doz.	"	7.00
Clam Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
Curry Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
French Peas, extra fine	per case	21.00
McCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.35
5-lb. cans	per tin	.70
14-lb. cans	"	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
Red Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
Truffles—		Per tin
⅛		.20
⅛		.35
¼		.60
½		1.25
Shrimps, pickled, small size		.90
" Dunhar's, 2 doz	per doz.	2.75
Figs in Cordial, Bishop's, 1 doz	"	6.50
Crystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
Lime Juice, Rose's	"	5.00
Victor Rose Water	"	2.25
" Peach Water	"	2.25
Pitted Olives	"	5.25
The Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
Ameko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
Ameko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
Liebig's Oxo Cubes—		Per doz.
12 4s, 10c. size		.85
12 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
Armour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
Armour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
Armour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

Armour's Solid Extract of Beef—		Per doz.
Jars, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
Armour's Fluid Beef Extract—		
Bottles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
Ceresota	9.00
King Midas	9.50
Gold Medal	9.10
Millbourne	9.05
On Top	9.30
Pillsbury's Best	9.00
Semper Idem	7.85
Pride of the West	8.20
Sunbeam	8.10
Quaker	8.80
Blue Seal	8.10
Sunny White	9.05
Crocker's Best	8.80
Duluth Imperial	8.75

Prepared Flours.

	Per case
Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz.	1.44
2 doz. 28-oz.	2.40

Either straight or assorted cases

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
Uncle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30
Teco Buckwheat Mixture, 30 10c. cartons	2.25
Teco Pancake Mixture, 30 10c. cartons	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags per lb.	.06¾
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel	5.80
Red Kidney, 60 lbs. to bushel	6.05
Peas—	
Green, domestic, bags about 2½ bushel	3.45
Yellow, split, domestic, 1 bushel bags	3.50
Lentils—	Per lb.
000000, 2 10-lb. bags	.12½
Less quantity	.13

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.32½
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.35
" " table, 100 lbs	2.32½
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s per case	1.80
Pearl, 100-lb. bags per bag	2.37½
Grits, 100-lb. bags "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	3.85
No. 3, 100-lb. bags	3.85
Oatmeal—	
B, bbls per bbl.	6.21
B, 100 lbs per keg	3.23
Rolled Oats—	
Avena, 180 lbs per bbl.	5.90
" 90 lbs per keg	3.07½
" 90 lbs per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs per case	2.60
Instantaneous, 50 1s "	4.00
Colburn's Hasty, 36 pkgs per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs. per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	.95
Mapl-Whole-Wheat Flakes, 18 pkgs.	1.85
" " 36 pkgs.	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s	2.80
Old Fashion Scotch Brand Oatmeal, 24s	2.80
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, No. 2, white, round, 24s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.13
Quaker F. S. Farina, 24s	1.65
Saxon Wheat Food, 24s	2.90
Mother's Wheat Hearts, 18s	2.10
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.85
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—		
Pettijohn's Bran Flour, 12s		4.00
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.95
Quaker Whole Wheat Flour, 10s		2.60
Schumacker XXX Graham, 10 10s-20 5s		3.70
Scotch Brand Pearl Barley, 24s		1.85
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.25
Per gross, with 1 doz. free		15.00
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		1.00
5 gross lots, with 3 doz. free		60.00
		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant, powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Bromangelon, assorted, 3 doz		.87½
Jellycon, assorted flavors, 2 doz		.85
Mother's, small, 1 doz		.48
" large, 1 doz		.88
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.80
Minute Gelatine, 15c. size, 36 pkgs.	per case	3.75
Tipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90



Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " 11 oz., 2 doz	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New. Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1 ... 170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2 ... 220-250	.....	.....	.....	.....
Ex. Norway, No. 3 ... 320-360	.....	.....	.....	.....
Ex. Norway, No. 4 ... 400-450	.....	.....	.....	.....
Ex. Norway, No. 5 ... 550-650	.....	.....	.....	.....
Shore Bloaters 100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1 150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2 200-240	27.00	14 10	7.25	1.60
Ex. Shore, No. 3 290-340	26.00	13.60	7.00	1.55
Ex Shore, No. 4 390-440	25.00	13.10	6.75	1.50
Irish, No. 3 350-380	21.00	11 10	5.75	1.30
Irish, No. 4 400-450	20.00	10.60	5.50	1.25
Irish, No. 5 460-500	19.00	10.10	5.25	1.20
Large Cape Shore ... 100-120	18.00	10.10	5.25	1.20
Med. Cape Shore 160-180	20.00	10.60	5.50	1.25

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.10
" medium	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.33
Smoked Bloaters, 50s	per box	.....

FRESH FISH.

	Per lb.	
Halibut		-.17
Bass Native		-.08
Salmon, fresh		-.17
Eastern Cod		-.12
Croakers		-.07
Large Hake		- 07
Haddock		-.08
White Cat Fish		-.15
Red Cat Fish		-.12
Spanish Mackerel		-.....
Snappers		-.14
Eels		-.12
Rock Fish		-.....
Lobsters		-.40
Flounders		-.08
Large White Perch		.....
Sea Bass		-.08
Blue Fish	.18	-.20
Porgies		-.08
Fresh Mackerel		-.18
King Fish		-.10
Weak Fish	.06	-.12
Butter Fish		-.07
Tile		-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway....bbls.		5.50
" ....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs.	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Cbemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes....5 doz.			3.00
Cold Blast....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain....per doz.		.75	.85
" dec., "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dasb	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. In case	1.45
Buffalo Bill, No. 1 size, 12 boxes In pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons....3 doz. to case	2.85
" "....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25

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Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives In bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00
Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.	
Trois Croix, French, 8 ⅛-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Ollve Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " qnart	2.80
" " plnt	2.90
" " half-plnt	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 24 to case	3.90
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19¾
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08⅛
Fancy, hand picked	.06
Virginia, choice	.05⅛
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08⅓
Fermented, 45 grain	.....
" 40 grain	.....
Cruikshank, distilled, white....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.21
" " 10–12 lbs	.21½
" " 14–16 lbs	.21½
" Skinned Hams	.23¼
" Cooked Hams	.35
" Bacon	.26½
" Dried Beef, insides	.33
" Beef, knuckles	.....
Emplre Brand Hams, 10–12 lbs	.20½
" Skinned Hams, 18–20 lbs	.22½
" Picnic Sboulders	.15½
Hams, skinback, 18–20 lbs	.22½
" 14–16 lbs	.21
" 8–12 lbs	.21½
Picnics, 6–8 lbs	.15½
Dried Beef, sets, city smoked	.33
" tenders and knucks	.32
" air dried, sets	.32
" " tenders and knucks	.32
Brisket Pork	27.00
Jersey Pork, butt....per bbl.	27.00
" family.... "	29.50
Breakfast Bacon, rib in	.21
" boneless	.22
S. P. Bellies, 14 lbs. average	.17
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.35
Beef Tongues, smoked, 5–6 lbs....per lb.	.24
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per case
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per case
Armour's Simon Pure Leaf Lard—	
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.16½
Jewel, compound	.12½
Cotosuet	.12⅝

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Pure Lard—
s, 50 lbs. net weight ..... per lb. .17
bs, net ..... " .16¾
. 10 tins ..... 6 in crate 10.80
. 5 tins ..... 12 in crate 10.87
. 3 tins ..... 20 in crate 10.95

ound— Per lb.
rces and tubs, about 340 lbs ..... .11⅞
b. tubs ..... .12
b. tin pails, 60 lbs ..... .12¾
lb. " 60 lbs ..... .12⅞
lb. " 60 lbs 13

DRESSED MEATS.

Dressed Stock— Per lb.
ers ..... .11½-.16
ifers ..... .11 -.15
ws ..... .08 -.13
al Calves ..... .14 -.16
tra Calves .... -.18
utberns and Barnyards ..... .11 -.13
untry Dressed ..... .14 -.15
tras .... -.17
eep ..... .14 -.15
tra Wethers .... -.16
mbs ..... .17 -.18
tra Lambs .... -.20
gs ..... .12½-.15¾

BUTCHERS' SUNDRIES.

n Steer Tongues ..... each .... -.80
Tongues .... -.60
Heads, scalded ..... .50 -.75
etbreads, veal ..... per pair .75 -.80
" beef ..... per lb. .25 -.30
Livers ..... " .25 -.30
Kidneys ..... per doz. 1.25
Livers ..... .10
ils ..... per doz. 1.20
rts, beef ..... per lb. .05
s, beef 16.00
lerloin, beef, western ..... .22
h Pork, loins, city ..... .20
" " western ..... .19

DRESSED POULTRY.

keys— Per lb.
ozen, Young hens and toms ..... .34 -.36
" Old toms ..... .30 -.32
" Common to good ..... .20 -.25
esh killed ..... .30 -.32
lers—
iladelphia, fresh killed, 2 to 4 lbs. per pair ..... .32 -.34
ear-by, fresh killed, 2 to 4 lbs. per pair ..... .32 -.34
ozen, 3 to 4 lbs. per pair ..... .32 -.34
sting Chicks—
ozen, 4 to 5 lbs. each ..... .27 -.30
" 3 to 3½ lbs. each ..... .27 -.29
ls—
esh killed, 4 to 5 lbs. each ..... .24 -.25
" 3 to 3½ lbs. each ..... .23 -.24
cocks ..... .17 -.18
Island Ducks, fresh killed ..... .22 -.23
bs— Per doz.
ime, fancy, large ..... 5.75 -6.50
ixed ..... 3.00 -4.00
nall and dark ..... 2.00 -3.00

LIVE POULTRY.

ng Chicks— Per lb.
½ to 2 lbs. each ..... .23 -.25
rge ..... .23 -.25
ls ..... .22 -.23
cocks .... -.15
ks—
oung ..... .17 -.18
d ..... .14 -.15
keys ..... .24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

es— Per doz.
itter's, pure ..... .95
uit jelly, apple flavor, 30 lbs. full weight, per lb. .04¼
himmel's, 8-oz. tumblers ..... .90
ational, 16 oz., 2 doz ..... .95
" No. 3 F. T. tin, 2 lb. 6 oz. net 2.15
serves— Per lb.
himmel's, pure, 12-oz. jars, 2 doz ... per doz. 1.75
ational, 30-lb. pails ..... .10¼
outhwark, 30-lb. pails ..... .07½
s—
himmel's, pure, 10-oz. jars, 2 doz 1.45
outhwark, assorted, jars, 2 doz ..... .95
nge Marmalade—
artley's, imported, 4 doz 2.10
himmel's, pure, 2 doz 1.60
it Butters— Per doz.
pple, Southwark, 30 lbs ..... per lb. .04½
" Schimmel's, 30-lb. pails ..... per lb. .07½
" " 3-lb. slip cover tins, 1 doz ..... per doz. 3.25
" " 2½-lb. stone jars, cloth top, ½ doz ... per doz. 3.25
" " 40-oz. stone crock, glass top, ½ doz ... per doz 3.50
" Mother Cook's, No. 14, 2 doz .... doz. .85
each, 30-lb. pails ..... per lb. .....

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum ..... per lb.	.15	
Butter Color, W. & R ..... per doz.	2.00	
Bluestone, bulk ..... per lb.	.16	
Copperas ..... "	.04	
Camphor, gum, 1-oz. blocks ..... "	.75	
" flakes, 250-lb. bbls ..... "	.14	
" " less quantity ..... "	.15	
" Tar Balls, 250-lb. bbls ..... "	.14	
" " less quantity ..... "	.15	
Castoria, Fletcher's ..... per doz.	2.80	
" Pitcher's ..... "	.80	
Carbonate of Ammonia ..... per lb.	.15	
Epsom Salts, bbls ..... "	.03	
Glauber Salts ..... "	.02½	
Glue, ordinary ..... "	11	
" white ..... "	.20	
Gum Arabic ..... "	.50	
Haarlem Oil ..... per doz.	.40	
Husband's Magnesia ..... "	2.90	
Jamaica Ginger, Hires', flasks ..... "	.90	
Licorice, P. & S., 5c. stick, imported. "	.36	
" M. & R., 5-lb. boxes ..... per lb.	.23	
" " lozenges, 5-lb. boxes "	.27	
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24	
" root ..... "	.12	
Putty, 25-lb cans ..... per 100 lbs.	1.57½	
" 50-lb. cans ..... "	1.47½	
Petroleum Jelly, screw top, 5c. size ... per doz.	.35	
" " 10c. size ... "	.75	
Paris Green, 100-lb. kegs ..... per lb.	.35½	
" ¼-lb. pkgs., 50 lbs ..... "	.40	
" ½-lb. pkgs., 50 lbs ..... "	.39	
" 1-lb. pkgs., 50 lbs ..... "	.38	
Rosin ..... "	.04½	
Roach Powder, BB, 4-oz. cans	2.00	
" " 10c. size ..... per doz.	.80	
Roachsault, 10c. size ..... "	.80	
Saltpetre, crystal, about 350-lb. bbls ..... per lb.	.30	
" granulated, about 100-lb. kegs "	.30¾	
Sulphur, flour, 175-lb. bbls ..... per 100 lbs.	2.60	
" 100-lb. bags ..... per lb.	.02¼	
" less quantity ..... "	.03	
Venetian Red ..... "	.02	
Whiting ..... "	.02	

Goff's— Per doz.

Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80

Iron Glue, McCormick & Co.—

No. 5	.45
No. 10	.85
Tube V	.85

McCormick & Co., Bee Brand—

Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quinine	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz. ..... per doz.	4.25
" " 18 oz. ..... "	8.50
Bath Brick, 25 in box ..... per box	.60
Sealing Wax ..... "	.03
Silver Sand ..... per bbl.	1.20
Tar, pts ..... per doz.	.....
" qts ..... "	.....
" gals ..... each	.....
" ½ bbls ..... "	.....
" bbls ..... "	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums ..... per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Rellable Brand Headache Powders, 10c. size	.80

Borax, 20-Mule Team—

48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.

Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry ... No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle Per doz.

Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons ..... each	5.00
" gallons ..... each	9.50

Sauer's Flovoring Extracts—

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals ..... per gal.	.....
" ½ bbls., 28 gals ..... per ½ bbl.	.....
" kegs, 14 gals ..... per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—

Peppermint "Smiles," display cartons, 18 5c. pkgs	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz ..... per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs ..... per 100	1.35
Kegs, 150 lbs ..... per 100	1.45
Granulated, 60-lb. boxes ..... per box	1.10
" Crystal Brand, 24 ½-lb. pkgs., per case	1.15

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ⅛ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ⅛-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun ..... per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

	Per gross
Vulcanol—	
5e. size	5.00
10c. size	9.00

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz. ..... per box	2.75
Kleenatub ..... ¼ gross	2.50
Electro Silicon, 1 doz ..... per doz.	.80
Putz Liquid, large, 3 doz ..... "	1.50
" small ..... "	.75
Putz Paste, large ..... "	.65
Old Dutch Cleanser, 4 doz ..... per case	3.40
" " 5-case lots ..... "	3.30
Babbitt's Cleanser, 5c. size ..... 100 cans	3.85
" 5c. size ..... 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz ..... per doz.	.45
Snow Maid Scourer, 60 cans	2.40
Queen Anne Scourer, Lautz, 30 cans	1.80
" " 60 cans	3.60
Sunbrite Cleanser, Swift, 50s	1.95
Red Seal Cleanser, 4 doz	1.80
Bon Ami Powder, 3 doz	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

	Per doz.
Orona Soap and Cleanser—	
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Aiumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Minerai, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s ..... per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.25
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	4.05
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.70
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Irkoline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60

Swift & Co.—

Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz ..... .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04¼
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	3.10
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03⅜
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06¼
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5 00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06¾
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	1.38
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	2.85

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00

Family Corn and Cane—	Per case
No. 2, 2 doz	1.96
No. 2½, 2 doz	2.58

Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65

Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

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MAPLE SYRUP.

Old Colony, large, 1 doz	2.3
" medium, 2 doz	1.4
Golden Tree, large, 1 doz	2.4
" medium, 2 doz	1.4

WOOD AND WILLOW WARE.

Brooms.

No.	Per d
6, R. P., fancy	3.2
7, "	3.5
6, Household	3.0
7, "	3.3
6, Monogram	3.5
7, "	3.9
Daisy	2.7

Washboards.

Single Zinc—	Per d
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per d
Painted, 2 hoops, flat	1.7
" 3 hoops, flat	1.8
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	1.3
" 2 lb. "	1.5

Clothes Pins.

5 gross, per box	.6

Mops.

O-Cedar—	Per d
Polish Mop, large size	15.0
" smaller size	9.0
Triangle Mop, large size	15.0
" small size	9.0
Dusting Mop, black, large size	15.0
" " small size	9.0

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per d
1, Extra fancy large grass	1.1
2, Marble	.9
3, Grass	.8
4, "	.8
5, "	.7
6, "	.5

Stove Brushes.

Wood Handles—	Per d
No. 34, fibre, strap handles	1.2

Shoe Brushes.

With Handles and Daubers—	Per d
No 0, All Mexican fibre	.9
No. 1, Prepared fibre	1.2
No. 7, All pure bristles and full	1.8
No. 16, All pure bristles, socket dauber, solid back	2.4

Wall Brushes.

	Per d
7-in. Tampico	
No. 8, Family	.9
No. 8, Hustler	
No. 8, A	1.4
No. 10, A	2.4

Dusting Brushes.

No.	Per d
7X, 10c. size	.6
8, Gray, patent fibre	1.5
18, All horse hair	1.0
21, " white tipped	2.4

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	.4
Newsboy	.4
Old Honesty	.3
Piper Heidsick	.3
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.3

SMOKING TOBACCO.

	Per g
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.
Sensation, ⅙ gross	6.
Wild Rose, ⅓ gross	6.
Omega	6.
Union Leader	6.
Red Man, ¼ gross	6.

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, September 25, 1916. NO. 13

Read the reports from retailers all over Pennsylvania, New Jersey and Delaware as to fall business prospects. Almost all say business is good and is going to be better. If *your* experience differs, it may or may not be your fault.

The Most Unique Grocery Scheme Yet is an Insurance Idea by Which Sick Consumers Get Free the Same Quantity of Groceries That They Got When Well. Grocers Present the Policies in Connection With the Use of Dummy Money Which Avoids Bookkeeping.

A Contributor Says That the Peddler is Destroying the Retail Grocers by Selling His Most Unprofitable Items. He Thinks the Peddler is a Fraud. Some Editorial Discussion.

Full Text of the Court Decision Which Holds Pennsylvania Cold Storage Food Act to be Unconstitutional.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**



A Real Whole Wheat Toast

Lovers of real whole wheat toast will find palate satisfaction and real food value in

Triscuit

the Shredded Whole Wheat Wafer. It is made the same as Shredded Wheat Biscuit except that it is compressed into a wafer and baked by electricity. Unlike many so-called whole wheat flour products, it has the whole wheat in it, including the bran-coat, which is so useful in stimulating bowel movement. You should always keep this crisp, snappy, delicious wafer in stock. It is delicious when eaten with butter, soft cheese or marmalades.



Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers USE HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



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where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

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WE HAVE SOLD MILLIONS OF THEM

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Every grocer must sell at least one wheat cereal. Some wheat cereals actually cost him money to sell, instead of paying a profit.

Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant

AND

Grocery World

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Full Text of Decision Holding Pennsylvania Cold Storage Food Act Unconstitutional

The Ground is That it Forbids the Sale of Food Products That May Be Absolutely Wholesome and Good. Judge Holds This to Be an Illegal Confiscation of Property.

We present below the full text of the decision in which Judge Carpenter, of the Allegheny County Court, recently declared the Pennsylvania cold storage food act of 1913 unconstitutional, in that it forbade the sale of food products after they had been held in storage for certain fixed periods, regardless of their condition. If the reasoning of the court is sound, as we believe it is, then it could be applied to the cold storage food act of any other State, for all of them prescribe arbitrary time limits for stored products. The decision is therefore considered sufficiently important to publish in full:—

1. Plaintiff is a wholesale dealer in butter, eggs and cheese, in the city of Pittsburgh, Pa.

2. On or about June 9, 1915, plaintiff placed certain tubs of butter in cold storage in warehouse No. 5 of the Union Storage in said city of Pittsburgh, part of which remain in said warehouse.

3. On or about March 14, 1916, Edward P. Jones and Jennie Jamison, two of the defendants, acting or claiming to act under the authority vested in them by the Cold Storage Act of 1913, and their appointment as agents of James Foust, Dairy and Food Commissioner of Pennsylvania, seized three tubs of butter belonging to plaintiff, and then in said cold storage warehouse, and placed thereon certain tags or pasters setting forth that said butter had been held in cold storage beyond the time allowed by law; that the same was not salable as food, etc.

4. On or about March 16, 1916, plaintiff demanded of said storage company the delivery of said tubs of butter, offering to pay all storage charges, but the said storage company, at the instance of or pursuant to an agreement or arrangement with the other defendants, or some of them, refused to deliver said butter except in presence, or upon the order of, the Dairy and Food Commissioner, or his agents.

5. Jennie Jamison, agent for and acting under the direction of her co-defendant, James Foust, has declared her purpose to institute criminal proceedings against plaintiff, under the provisions of the Cold Storage Act of 1913, if he offers said butter for sale for food.

CONCLUSIONS OF LAW.

First: Equity has jurisdiction.

Second: Section 16 of the Act, approved May 16, 1913, known as the Cold Storage Act of 1913, is in conflict with the Constitution of Pennsylvania, in that it violates the provisons of Article I, Section 1, entitled "Declaration of Rights."

Third: Said section (16) is unconstitutional and void, being in violation of the Fourteenth Amendment to the Constitution of the United States, which provides, inter alia:—

"No State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States; nor shall any State deprive any person of life, liberty or property without due process of law; nor deny any person within its jurisdiction the equal protection of the laws."

Fourth: Plaintiff is entitled to the relief prayed for in the second and third paragraphs of his prayer.

DISCUSSION.

Counsel have expressed their desire that the court pass upon the controlling question, to wit, the constitutionality of the Act of Assembly known as the "Cold Storage Act" of 1913, and particularly Section 16 of said act. To the end that the question thus presented may be considered and decided, and for no other reason, the material facts alleged in the bill are admitted. The sum of money immediately involved is unimportant, but the value of the right asserted by plaintiff is by no means small, and the question involved is of first importance to the State, to dealers in food and products and to the persons or corporations maintaining cold storage warehouses.

The Cold Storage Act of 1913, P. L. 216, is entitled:—

"An Act, For the protection of the public health and the prevention of fraud and deception, by regulating the storage and sale of cold storage foods; fixing penalties for the violation of the provisions thereof, and providing for the enforcement thereof."

The first seven sections define certain terms and words used in the act. The next eight sections refer to various matters not involved—at least not directly, in this controversy. Section 16, relating to periods of storage, is attacked as unconstitutional. Some of the provisions of the remaining sections may be involved in the questions raised, but the controversy centers in Section 16, which is as follows:—

Section 16. No person, firm or corporation shall sell, offer or expose for sale, any of the herein named foods, which shall have been held for a longer period of time than herein specified in a cold storage warehouse or warehouses, to wit: Whole carcasses of beef, or any parts thereof, four months; whole carcasses of pork, or any part thereof, six months; whole carcasses of mutton, or any parts thereof, six months; whole carcasses of lamb, or any parts thereof, six months; whole carcasses of veal, or any parts thereof, three months; dressed fowl, drawn, five months; dressed fowl, undrawn, ten months; eggs, eight months; butter, nine months, and fish, nine months."

It is contended by counsel for plaintiff that this section is in violation of the rights guaranteed by the Constitution of Pennsylvania and is in total disregard of the Fourteenth Amendment to the Constitution of the United States. Counsel for defendants contend that neither of these propositions is maintainable, and on the contrary, assert that the entire act is constitutional and a valid exercise of legislative power, as a police regulation.

The provisions of our Declaration of Rights are familiar to all and need not be quoted. It is sufficient to say that the right to acquire, possess and protect property and reputation and of pursuing happiness is guaranteed, and no person can be deprived of life, liberty or property unless by the judgment of his peers or the law of the land.

The Fourteenth Amendment to the Constitution of the United States reads, in part, as follows:—

"No State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States, nor shall any State deprive any person of life, liberty or property without due process of law, nor deny to any person within its jurisdiction the equal protection of the law."

Does the 16th Section of the act under consideration offend against the fundamental law of the State and of the United States? Counsel have argued the question and have furnished exhaustive briefs. Having examined the authorities cited and carefully considered the arguments advanced, I have reached the conclusion that this section of the act plainly and palpably violates those provisions of our State Constitution and the Constitution of the United States to which reference has been made.

No one will question the right of the Legislature to enact laws for the protection of the public health, nor will any person question the constitutional power of the Legislature to enact laws prohibiting the sale of impure foods, or of any imitation of any food, as genuine. If my understanding of the numerous decisions cited by defendants' counsel is correct, they so decide, and do not go beyond that limit. To say that the manufacturer or dealer shall not add water to vinegar intended for sale, or that imitation butter shall not be sold as genuine, is clearly a legislative function. It may be that, after proper scientific investigation the Legislature can declare certain foods or articles used as food, deleterious to health and prohibit their sale; though everyone knows that opinions concerning what we shall eat and what we shall drink, in order to avoid sickness, differ widely. It will be noted that the "Cold Storage Act" does not assert that it is based on scientific experimentation or observation. In so far as any reason for its enactment is disclosed, the time limit for cold storage of the articles mentioned might have been cut down one-half, or doubled. If the act contained a provision to the effect that after the periods specified the several articles could not be removed from cold storage and sold without inspection, possibly no legal objection could be interposed.

Butter has been used as a food for centuries, and prior to the introduction of cold storage warehouses was preserved and kept sweet and wholesome for long periods of time by those who made and understood how to protect it against decay. With the wisdom or lack of wisdom exhibited in the enactment of any law, the courts have no concern, but it may not be improper to call attention to the fact that a place specially designed constructed and operated for the purpose of preserving butter against deterioration, is the only place where it cannot be kept beyond a specified number of months. Butter may be kept in the spring house for an indefinite time and sold to any person who is willing to buy it, but if it is placed in cold storage the owner becomes a criminal, liable to fine and imprisonment, if he attempts to sell it for food one day after it has been in storage nine months. The question of its condition, its fitness for food, is absolutely excluded from consideration.

If the provisions of the act concerning which complaint is made be allowed to stand, then I know of no valid reason why the Legislature may not pass an act requiring every farmer and dairyman to dispose of his butter within nine months or one month after it is made, making it a misdemeanor to offer it for sale for food at any later time. It is a matter of common observation that fruits and vegetables decay, and that the process of deterioration goes on more rapidly under certain conditions than it does under others, yet if the Legislature can, with or without reason, prohibit the sale of butter kept in cold storage for nine months, it can make it a misdemeanor to sell or offer for sale fruits and vegetables that have been kept a week or a month after being gathered.

As above stated, no one doubts the right and duty of the Legislature to declare that water shall not be put in vinegar, lard in butter or sand in sugar, if intended for sale, but to confiscate a man's property merely because he may chance to keep it in cold storage for a single day beyond the number of months arbitrarily designated, is certainly depriving him of his property without due process of law. But it is said that to enforce the act is not confiscation, inasmuch as it does not absolutely prevent the withdrawal and sale of the butter, but merely declares that it shall not be sold for food. This contention is more plausible than sound. An act may be confiscatory though it does not wholly deprive one of the use of, and the right to sell, his property. I do not know the uses to which condemned butter can be put, but to label it "Not Salable for Food" makes it unmarketable, or if not, it certainly depreciates and practically destroys its market value. It is, however, earnestly contended that this legislation is a proper and valid exercise of the police power of the State. "Police power," like "charity," may doubtless cover a multitude of sins, but neither can justify the taking of one's property without compensation and contrary to the fundamental law of the State.

I am not unaware that the Supreme Court of the United States has in numerous cases upheld the power of the State to enact laws protecting the public health, morals, etc., but a careful examination of many of these cases makes it plain that what Mr. Justice Field, in Mugler vs. Kansas, 123 U. S. 623, describes as "That undefined power of the State, called its Police Power," cannot be exercised without, and beyond the limits of reason. The Fourteenth Amendment forbids the arbitrary deprivation of

ife and property and the arbitrary spoilation of property.

Barbier vs. Connolly, 113 U. U. 27.

The thought that seems to pervade all the decisions is well expressed in Patterson vs. Kentucky, 97 U. S. 501, in which, after citing decisions in reference to the powers of Congress to regulate commerce against encroachment under the guise of police regulations, the court says:—

"It has, nevertheless, with marked distinctness and uniformity, recognized the necessity, growing out of the fundamental conditions of civil society, of upholding State police regulations, which were enacted in good faith and had appropriate and direct connection with that protection to life, health and property which each State owes to her citizens."

It will be noted that good faith and direct connection with the protection of life and health must appear. Attention has already been called to the fact that no reason is given for saying that butter kept in cold storage eight months and twenty-nine days is fit for food, but if kept nine months and one day it may not be sold for food. Good faith may be assumed, but it must appear that the "regulation" has appropriate and direct connection with public health. That the preliminary duty of inspection rests upon the State is recognized in the 13th Section of the Cold Storage Act, but it will be noted that condemnation under the 16th Section is not made to depend on the result of the required investigation; in fact, inspection and examination have no relation to each other.

In Railroad Company vs. Husen, 95 U. S. 465, 469 the court, conceding the right of the State to enact reasonable inspection laws to prevent the portation of diseased cattle, held invalid a law prohibiting the introduction of Texas cattle, even though they were perfectly healthy. This case, it is true, related to interstate commerce, but the following from Schollenberger vs. Pennsylvania, discussing Railroad vs. Husen, bears upon the question now being discussed.

"Reasonable and appropriate laws for the inspection of articles, including food products, were admitted to be valid, but absolute prohibition of an unadulterated, healthy and pure article has never been permitted as a remedy against the importation of that which was adulterated and therefore unhealthy and impure."

In Mugler vs. Kansas, Mr. Justice Harlan (page 661) says:—

"It does not at all follow that every statute enacted ostensibly for the promotion of these ends is to be accepted as a legitimate exertion of the police powers of the State. There are of necessity limits beyond which the Legislature cannot rightfully go. While every possible presumption is to be indulged in favor of the validity of a statute, Sinking Fund Cases, 99 U. S. 700-718, the court must obey the Constitution rather than the law-making department of the government, and must depend upon their own responsibility determine whether in any particular case these limits have been passed. 'To what purpose,' it is said in Marbury vs. Madison, 1 Cranch 137-175, 'are powers limited, and to what purpose is that limitation committed to writing, if these limits may at any time be passed by the intended to be restrained?' The distinction between a government with limited and unlimited powers to abolish those limits do not confine the persons on whom they are imposed, and if acts prohibited and acts allowed are of equal obligation. Courts are not bound by mere forms, nor are they to be misled by mere pretenses; they are at liberty—indeed, are under a solemn duty—to look at the substance of things whenever they enter upon the inquiry whether the Legislature has transcended the limits of its authority. If, therefore, a statute purporting to have been enacted to protect the public health, the public morals or the public safety, has no real or substantial relation to those objects or is a palpable invasion of rights secured by the fundamental law, it is the duty of courts to so adjudge, and thereby give effect to the Constitution."

Just wherein the public health is protected or fraud and deception prevented by authorizing certain State officials to brand a recognized wholesome food product "Not Salable for Food" without any reference whatever to its actual quality and condition, but solely because it has been preserved in a cold storage house for nine months and one day, is not apparent. "Not Salable for Food" must be held to mean "not fit for food," otherwise we have the State interfering with the private affairs of its citizens, without even a pretense of reason for so doing, and arbitrarily depriving the owner of the lawful use of his property. And if the words "not salable" mean "not fit," deception is not prevented, but is in fact practiced, and that by the State. For by its officers and agents it avers as a fact that which may not be true. I have already called attention to the fact that Section 16 is drastic, in that it fixes arbitrarily a time limit without any reference to the condition and without any provision for inspection of the food to ascertain whether it is "wholesome" and therefore "fit for human food," as defined in Section 7 of the act. The tag or paster does not say the butter is not wholesome, but that it is not salable for food.

In Schollenberger vs. Pennsylvania, 171 U. S. 1 (Com. vs. Paul, 170 Pa. 284), Mr. Justice Peckham says:—

"Is the rule (that regulation is as far as a State may go) altered in a case where inspection or anaysis of the article to be imported is somewhat difficult and burdensome? Can the pure and healthy food product be excluded on that account? No case has gone to that extent. . . . In the execution of its police powers, we admit the right of the State to enact such legislation as it may deem proper, even in regard to articles of interstate commerce, for the purpose of preventing fraud and deception in the sale of any commodity and to the extent that it may be fairly necessary to prevent the introduction or sale of any adulterated article within the limits of the State, but in carrying out this purpose the State cannot absolutely prohibit the introduction of an article of commerce like pure oleomargarine. It has ceased to be what counsel for the Commonwealth has called it—a newly discovered product."

The Court of Appeals of New York, in People vs. Biesecker, 169 N. Y. 53, declared the following propositions firmly established:—

(a) The Legislature cannot forbid or wholly prevent the sale of a wholesome article of food.

(Continued on page 16.)

CRUBRO
CRUIKSHANK BROTHERS CO. PITTSBURGH, PA.
PURE FOODS

The Quality of
Crubro Pure Food Products
makes each one help sell all the others. Our name is a guarantee of Purity, Quality and Flavor to your customers and a guarantee of **lively sales** and **good profits** to you.

Cruikshank Bros. Co.
Pittsburgh, Pa.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets



There Is No Real Substitute for Gorton's Codfish

¶ Codfish is high this year, and you will doubtless be offered substitutes for codfish.

¶ The substitutes will probably be wholesome and all right, but they will not be comparable with pure codfish —**Gorton's Codfish** particularly.

¶ **Gorton's Codfish** is the finest, purest codfish packed. Like all of the Gorton fish products, it is as fine as it can be made. Millions of the fish-country people, New England, will have nothing else. You will find your customers will settle down on this for the whole winter, once you get them started on it.

¶ Your jobbers.

Gorton-Pew Fisheries Company
Gloucester, Mass.

WITH THE EDITOR

Price-Fixing from the Consumer's Standpoint.

Speaking of fixed prices and the Stevens bill, which would give manufacturers of trademarked goods the right to fix wholesale and retail selling prices, one of the most persistent price-fixers in the United States is the Victor Talking Machine Co. This concern is a member of the American Fair Trade League, and it ties up its dealers with limited price contracts so tightly they can hardly move. Moreover, the Victor has the courage of its convictions and it brings suit instantly against any dealer who cuts below regular prices.

The result is that no article of merchandise is more stable and fixed to-day than Victor talking machines and Victor records. Which is all right for the company and all right for the dealer, but let me discuss it a minute from the standpoint of the consumer. Read the following, which appeared in the financial columns of the Philadelphia "Ledger" last Monday:—

> Victor Talking Machine.—Regular quarterly of 5 per cent. and extra of 25 per cent. declared upon common, making 80 per cent. for the year to date, as compared with 50 per cent. for last year.

Of course, no matter how the retail prices were cut, the Victor Co. would get its price from its wholesale customers, so there is nothing in limited retail prices to *directly* increase the profits of the company. But consumers put the two together. They see concerns which advocate fixed selling prices almost invariably rolling up huge profits—declaring 80 per cent. dividends in nine months. And they are apt to reason thus: "The manufacturer and the dealer have entered into a conspiracy to hold prices up. The dealer profits by it because he has no price competition to meet, and the manufacturer profits by it because having helped the dealer to get his money, the dealer will help him get his. But where do I, the consumer, come in?"

That is why I believe the general public to be almost solidly against the Stevens bill, and why I feel sure that neither that bill nor anything like it will ever pass Congress.

Unanswerable Reasoning.

Anybody who can read Judge Carpenter's reasoning in his decision holding the Pennsylvania cold storage food act unconstitutional, and not agree with it, has a pretty narrow mind, it seems to me. The decision, in a nutshell, is that no law can forbid the sale of food products which admittedly may be thoroughly fit to sell. The Legislature can go pretty far, in the protection of the public health, but it cannot go that far. This has always been my own opinion and always will be, no matter what the Appeal Court does to this case. For even now, I have no great confidence that the higher court will agree with the lower. Where the courts are given to understand that the public health is involved, they will work very strenuously to save a law, and often they will protect the shadow rather than the substance.

Fighting Peddlers.

In another column appears an important article from a thoughtful contributor who says that the peddler is stealing all the grocer's profitable trade and leaving only the unprofitable behind. He cites tea, coffee, butter, extracts, spices, and so on, and asks that this paper make the retailer realize that the ground is being mined from beneath his feet. The contributor furthermore says that the average peddler always swindles his customers, and that it is comparatively easy to show this.

I am not willing to believe that the situation is quite as bad as the contributor paints it. Certainly the business prospect reports from Pennsylvania, New Jersey and Delaware, don't quite bear him out. There is no doubt, of course, that a great mass of merchandise which the grocer ought to sell is sold by peddlers, route men and vario itinerants. For this there are t reasons: First, it is more conve ent for the consumer to buy at t door; and second, the consun thinks she is buying cheaper. T first is of course true. It is mu more convenient to buy at the do than to go to a store, or worse, telephone and possibly have goo sent which she would not ha picked out. But the second, a cording to my observation, is nev true. The peddler *never* se cheaper than the average good gr cer, quality considered. On coffe and teas the peddler is extortiona in his prices. But is it as easy the contributor says it is, to get th before the consumer? I think no It would hardly be possible for th individual retailer to do it effec ively, although it might be practi cal for an association. The thin would involve some detective wor chemical analyses—expert compar sons of merchandise. If such thing was done, it ought to be don right. The results in detail shou be published in the local paper Done that way, it would make a impression, though even then son consumers would look on it a a petty piece of competitive spite work.

An active association, if it wer at the thing properly, could driv out every peddler who did not giv his customers fair value.

OBITUARY

THOMAS MARTINDALE.

Thomas Martindale, possibly the best known individual grocer in Philadelphia, and one of the best known in the United States, is dead, aged 71 years. He died in the wilds of Alaska several days ago, whence he had gone on one of his yearly hunting expeditions. Mr. Martindale's friends thought he ought not to go this year, for he was not in the best condition. The past year had told on him in every way. But he had himself examined by a Philadelphia physician, who told him to go; it would do him good. He went about a month ago, and got far into the inland without difficulty. He was there attacked with boils and carbuncles and a facial disorder which his friends believe to have been paralysis. The story of his last illness has not yet been fully told, for the body is yet on its way home. It is expected to reach Philadelphia on Saturday, September 23d. If it does, the funeral will occur on the Monday following.

Thomas Martindale was a very well known man. He was known perhaps best as a public man; he was also the author of several books on outdoor life. He was born in England of poor parents in 1845 and made himself what he was by sheer force of energy and personality. After following several occupations, he entered the grocery business in Oil City, Pa., in 1868, when he was 23 years old. He bought a half interest in a little store out there, but in a few years it was the leading store in the city, and Martindale owned it all. After a while he sold out and came to Philadelphia, where he located at Tenth and Market streets. His business is still there but is occupying several times as much space as it did in the beginning. It is one of the leading central stores of Philadelphia.

Mr. Martindale was always the leading spirit in his business, although for years he has had a fine organization around him. He even painted the quaint window signs which marked the store, and his personal imprint was more or less everywhere.

He was invariably a helpful friend. Hundreds of people went to him constantly for help, and he gave it freely—loaned them money, advised them out of his rich store of practical experience, used his influence to get them what they wanted, and so on without limit.

In the public life of the city M Martindale leaves a void. He wa first president of the Poor Richar Club, the founder of the Trade League, and member of many othe organizations, including the Reta Grocers' Association. He lecture frequently on his hunting trips i Maine and the Northwest, alway interesting and to full houses Many of the public movements o the last thirty years which hav culminated into successes ha Thomas Martindale as a promoter and the history of Philadelphia fo the past generation really canno be written correctly without includ ing his name at many points.

Perhaps his time had come—h was past the three score years an ten. But there will be hundreds o people in Philadelphia who will b directly poorer because of hi going.



Your Customers Will Be Glad to Know You Sell the Genuine Crushed and Grated Hawaiian Canned Pineapple

LET them know that the only genuine Hawaiian Canned Pineapple assures them the full flavored, golden fruit sun-ripened in the fields, and packed the same day as picked.

Another big advertising campaign is in progress to spread the news of this great delicacy from one end of the country to the other.

People in *your* neighborhood will quickly discover that

Hawaiian Canned Pineapple
Crushed or Grated

is **delicious** in pies, ices, ice-creams, puddings and dozens of other desserts; and as rich in mellow flavor as the famous Hawaiian Sliced Pineapple, which was advertised last year.

Do These Things NOW!

Put a Hawaiian Pineapple display in the window *this week.* Write for the attractive poster, which we have for you. Ask your jobber for prices. He can get you some well-known brand of *genuine* Crushed and Grated Hawaiian Canned Pineapple.



ASSOCIATION OF HAWAIIAN PINEAPPLE PACKERS, Garland Building, Chicago

The New York Letter

Three Hundred Retail Meat Dealers Summoned for Weighing in Ham and Bacon Wrappings. Retailers in Short-Weight Bread Also to Be Prosecuted. California Walnuts Very High, Though Crop is Good. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, September 22, 1916.

The Commissioner of the local Bureau of Weights and Measures, Mr. Hartigan, made a sensational move during the week to stop the sale of ham and bacon wrappings in with the meat itself. He has summoned 300 retail meat dealers to appear before him in the Municipal Building to explain why they should not be prosecuted for what he claims amounts to the giving of short weight. All of the men summoned have been following the practice of weighing in the wrappings and charging for the whole at the pound meat rate. Mr. Hartigan gives out a statement during the week that this practice has netted meat men $1,000,000 a year.

* * *

Commissioner Hartigan has also stated that he will at once begin the prosecution of several hundred retail dealers in bread who sold loaves weighing less than twelve ounces. He says that he will proceed against 724 retail dealers on this account. The charge in all cases is that the dealer sold a loaf of bread for 5 cents which did not weigh what the label said it weighed. There was a shortage varying from three-fourths of an ounce to one and a half ounces. All of the better known brands of bread, including Ward's, Schultz's, Hildebrand's, Probst's, Eglar's, the General Baking Co., Droster Baking Co. and the O. K. Baking Co. are involved. The Commissioner has ordered criminal prosecution to be begun against every dealer who sells loaves weighing less than the net weight given on the label. The Commissioner will also ask the Board of Aldermen to pass an ordinance requiring bread to be sold in New York City by the pound or fraction of a pound.

* * *

In a recent issue of this correspondence was published a statement by the secretary of the National trade Association, apropos of the pending bill to allow manufacturers to fix the retail and wholesale selling prices, that when a manufacturer packed a product under his own advertised brand he charged a higher price for it than when he packed the same thing under somebody's private brand. E. A. Whittier, secretary of the American Fair Trade League, realizing the importance of this statement, has given out an answer during the week. The answer, however, is not very convincing. The secretary of the National Trade Association referred to a number of specific advertised brands in support of his statement. Mr. Whittier merely says "we know of no such articles."

* * *

The National Retail Dry Goods Association, in convention here during the week, discussed the question of returned goods, this having become an evil which has attracted the attention of the trade all over the country. Most of the discussion on the subject admitted that the fault lay with the stores themselves.

* * *

The California Walnut Growers' Association announced during the week the opening prices on California walnuts for the coming season. The price on No. 1 soft shell, in a large way, is 15½ cents, as against 13.6 cents last year. The other grades show about the same advance. Prices are guaranteed against decline for eleven months. The crop is about 18 per cent. short of last year, but even this will be the largest crop ever harvested in California, with the exception of 1915.

* * *

During the week the details of the new California Packing merger were announced. It has been referred to in this correspondence. It is to be cal the California Packing Corporation, it will acquire the business and prope of the J. K. Armsby Co., the Califor Fruit Canners' Association, the Cent California Canneries and the Griffin Skelley Co., as well as a majority the stock of the Alaska Packers' As ciation. The principal lines covered be canned goods, dried fruits and sal on. J. K. Armsby will be president

Summarized Market Conditions.

Tea still quiet, but the firm undert is more in evidence than it has be Prices are unchanged for the we India-Ceylons strong.—Coffee quiet the prices heavier and a little lower t a week ago. Brazil advices somew weaker. Milds weak.—Sugar very f and steadily advancing. Raws sold to 5.75 cents and refiners are ask 6.60 to 6.75 cents for granulated. I mestic beet granulated is not yet fig ing.—Tomatoes dull, as buyers beli prices to be too high. Corn and p very firm, particularly corn; dem moderate. Salmon very firm and tive, with low-grades advancing. I mestic sardines firm and high. Can fruits quiet and unchanged. Prunes s firm, but without further advance the week. Other dried fruits also changed, but higher.—Wheat a li lower for the week, but very nervo Undertone still very strong and outl high.—Flour unchanged for the we demand fair. — Provisons somew easier because hog prices are cheape

Fall Business Prospects in Pennsylvania, New Jersey and Delaware

The "Modern Merchant and Grocery World" Addresses a Letter to a Representative Grocer or General Storekeeper in Every County of Pennsylvania, New Jersey and Delaware, Asking the Condition of Business, Whether the People are Employed and Have Money, Whether Chain Store Competition Affects Them, and Condition of Collections. Some More of the Answers Received.

In an effort to learn what the immediate future holds for retail grocers and general storekeepers during the coming fall and winter, the "Modern Merchant and Grocery World" has addressed a letter to a representative retailer in every county in Pennsylvania, New Jersey and Delaware. The letter asked the dealers addressed to answer the following questions:—

1. Is there plenty of money in your territory?

2. Are the people employed?

3. Are your collections good?

4. Are you suffering from chain store competition?

5. On the whole, do you expect your business to be as good, or better, or not as good, as last Fall's business?

Answers to these questions are beginning to come in and will be published as fast as received.

SOMERSET COUNTY, N. J.

I don't see anything alarming either way. Our business holds quite steady the whole season round. Every man that wants work is getting it, at good wages, too. The chain store is pulling a lot of business away from every credit store. No matter how hard you may try to fight them, a certain amount of good cash business is going to them as well as most of the cheaper class, and you can bet a piece of small change that the man who thinks he is not losing some business to the chain store needs to tighten up the strings on his business and take a look both ways.

I have opened a one-man store in another street in this town and expect to follow with more of them soon as I can get around to it. I feel sure that the people are being educated to the idea of paying cash and carrying home the bacon (Jack Johnson).

I am not figuring very much on big things in business the coming season. In the first place Presidential year is never a boomer; secondly, the air bubbles being manufactured in the shops of the United States will be pierced before the end of 1917, and it will make some crash.

Collections are not good enough for the amount of money the laborer is getting. They are very apt to increase expenses more than the increase in wages. I am going right after our accounts from now on. "Pay up" will be the battle cry.

W. H. Hooey,
Somerville, N. J.

MONROE COUNTY, PA.

Answering yours of the 12th inst., we beg to submit the following answers to your questions, which is only our own opinion, but unbiased, and think it answer conditions here in general:—

1.—Yes, there seems to be, all the banks show good increase in deposits over their statements a year ago.

2.—Yes, no reason for a single laborer or mechanic to have been idle a day this season, unless on account of weather or delay in getting material.

3.—A little better than a year ago, but still room for improvement.

4.—Yes, we have two here. We should have the cash trade that goes to them, as our business is mostly credit and the cash trade is what we need to swell our daily deposits and meet our bills more promptly.

On the whole, we think busines is better than a year ago; in fact we know it is, and think the fal and winter trade will be better tha last year. Weather has a grea deal to do in controlling busines conditions here. If we have an earl winter with good, cold weather i gives us a chance to move ou goods in season at prices we shoul get for them. Otherwise stock re mains on our shelves till past th season, then has to go on the bar gain counter at a loss. Give us good early, cold winter and busines will come our way.

A. W. Loder & Sons,
East Stroudsburg, Pa.

PIKE COUNTY, PA.

Good business to the groce *means a fair profit;* the high mar ket price in most everything he han dles is against him.

1.—Yes.
2.—Yes.
3.—Fairly.
4.—Yes.
5.—About the same.

In answering the above questions I am puzzled, I cannot see you object in asking them. Surely they answer themselves; the answers are too plain. You certainly know it is not a question if there is plenty of money in a territory or not, but rather how and where the money is spent that is there.

Yes, we small retailers suffe from chain stores, mail orde houses, parcel post, tea and coffe companies, outside peddlers and wholesale houses selling retail, mos of them without a retail license Ask the Milford postmaster who issues the money orders and the First National Bank who pays the checks for goods bought from thes

oncerns. Business that should be one by the retail stores here.

As to future business, watch the arket. When prices are reasonble the small retailer makes money. When prices are too high, as they re now on flour, sugar, coffee, nned goods, groceries, meats, potoes, eggs, butter, cheese and the emainder of the list of goods a grocer and butcher carries, what hope is there for a fair profit, the only thing a man is in business for?

I expect to do as much or more gross business as last year, but to get a fair profit when prices are almost prohibitive, that is the question I will not attempt to answer.

F. L. GUMBLE,
Milford, Pa.

The Grocery Markets

Tea.

he tea market is unchanged for the k. Business is still very quiet, alugh there is something doing every . Ceylons appear to be in fairly d demand. No change in price has urred during the week.

Coffee.

he market for Rio and Santos coffee slumped a little during the week. demand, which has been very good, oorer, and in consequence prices are vy. One reason for this is the weak les from Brazil. It is conservative quote the market for practically all des of Rio and Santos from an ⅛ a ¼ cent off, although all holders not sell at this decline. Mild cofs are all quiet and easy. Java and cha unchanged.

Sugar.

he sugar market has shown a steady ancing tendency during the week and raws and refined have advanced a stantial fraction. Raws are about ¼ t higher and refined is about 25 to points higher. The early advent of ifornia beet sugar is not able to stop advancing tendency. The advance ntirely due to the scarcity and high ces of raws. The consumptive dend for refined sugar is fair. Furr advances are practically certain.

Syrup and Molasses.

Glucose is somewhat weaker for the ek, showing a decline of 10 points. mpound syrup is still not wanted and l not come into the demand until the ather is cooler. Sugar syrup and moses are all unchanged.

Fish.

There is no change in shore mackerel the week. This year's catch is of y fine quality and the receipts to date e shown up very well. There is no nge to report either in the Irish or rway mackerel situation. It now ks as if there might not be any Nory fish sold in this country during the ning season, as Norway has placed embargo on the importation of salt ckerel and it is not likely that it will lifted. Mackerel is in good demand, n at the high prices. Cod continues y high in price, and this has resulted an active demand for hake, which is nearst good substitute for codfish. ke and haddock are both above nor-l, in sympathy with cod. Domestic dines are firm on account of scarcity, an advance of 5 cents per case. Imted sardines in exactly the same situation they have been in for several months. Salmon of all grades is still very strong on account of scarcity and active demand. Lower grades have advanced from 2½ to 5 cents per dozen.

Canned Goods.

There has been quite considerable activity in the tomato market during the past week. Prices on both 2s and 3s have advanced fully 5 cents per dozen. The market is now strong at 75 and 95 cents, f. o. b. factory in a large way. This advance is not so much owing to a possibly short pack as an active buying demand all over the country. Peas are still very strong, but with no particular advance during the week. Corn has made still further advances and is now selling freely at 25 cents per dozen over the opening price. California canned fruits are closely cleaned up in first hands, and slight advances have been made on spot. The general line of September goods is very much cut up, practically no packer has a full assortment. It looks like a general scarcity of canned goods for the balance of the year.

Dried Fruits.

The dried fruit situation remains unchanged. There is still not very much consumptive demand, as the season has not yet started. Raisins, currants, peaches and apricots are all unchanged from last week and for the most part are all firm.

Beans and Peas.

Pea beans and lima beans are selling more freely at unchanged prices. Green and Scotch peas are dull at unchanged prices.

Butter.

The butter market is very firm at unchanged prices. The demand is good and receipts moderate. Export purchases still tending to strengthen the market. Higher prices are looked for during the coming week.

Eggs.

The market on fresh eggs is very firm, with a large consumptive demand. Fresh receipts are showing improvement in quality, due to cooler weather in producing sections. Storage eggs are very firm and withdrawals are heavy for this season of the year. The market continues firm and does not look like lower prices for the coming week.

Cheese.

The cheese market is steady at unchanged prices. Advices from the country markets show a weakening tendency. Exporters have discontinued buying, due to high prices. The September make is fair and if there is any change there will be a decline of ½ to 1 cent per pound in the near future.

Provisions.

The market on smoked meats is very firm, with prices about the same as last week. The hog market is very high and provisions are scarce. There is a good demand. Pure lard is firm, at an advance of ¼ to ½ cent per pound, due to the short killing of hogs. Prices will likely remain high until the end of October. Demand is good. Compound lard is very firm, showing an advance of ¼ to ½ cent per pound, due to a heavy consumptive demand. This, in turn, is due to the extreme high prices of pure hog lard. Canned meats are firm and unchanged, with a good consumptive demand. Barreled pork is firm at unchanged prices. Receipts are light, with a fair consumptive demand. The market on dried beef is very firm, with an advance of 2 to 3 cents per pound. There is a big scarcity in dried beef and not much relief is looked for before the middle of next week.

Cream of Wheat Co. Collects $200 From Grocers Who Sold in Bulk.

Under a consent decision rendered in the Federal Court at Los Angeles, Cal., five retail grocers of that city sued several months ago by the Cream of Wheat Co. for mis-use of the name "Cream of Wheat," have agreed to a permanent injunction restraining them from further use of the brand name and each of them has paid the Cream of Wheat Co. $200 damages, together with his percentage of the court costs of the suit. As there was no trial the latter item, being divided among five, was not so large, so the total expense to each defendant was only slightly over $200. Following are the Los Angeles grocers who settled on the above basis: Royston's Inc. (W. B. Kemper), 452 S. Main street; Ernest Gerlemann, 721 S. Main street; Marcus J. Firsich, 3111 S. Vermont avenue; J. E. McDavid, 2634 W. Pico street; Walter B. McConkey, Redlands, Cal. The case against H. G. Chaffee Pasadena chain store operator, the only defendant who filed an answer, has not yet come up, and it probably will be several months before trial date can be secured in the Federal Court. All of the cases grew out of the fact that these dealers purchased middlings from local mills and sold them in bulk or package form under the name of Cream of Wheat, Creamed Wheat or some similar designation, which the Cream of Wheat Co. maintained was an effort to trade illegally on their brand.

Want Route List of Pittsburg Grocers?
We have a copyrighted route book of the retail grocery trade of Greater Pittsburg. Shows 33 different routes, with car lines. Over 2,000 names. Price $2. J.S. EISEMAN, Sec. Western Pa. Branch American Specialty Manufacturers Association, Jenkins' Arcade Building, Pittsburg, Pa.

Patented Store Fixture
WITH A HEATER
(Operating cost 1c daily)



It keeps them Hot!
It sells them!
Your customers eat them!

By selling its capacity daily you make $814 yearly profit

Price $100
EASY PAYMENTS

SPACE REQUIRED 15 X 15 60 INCHES HIGH

Originator Mfg. Co., Inc.
302 Broadway, New York

One of the Best Sellers
¶ From Portland, Maine, to Portland, Oregon,
Fleischmann's Yeast
will be found on sale at the "grocer's."
¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.
¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

Millions Now Know This Raisin
We are stirring up a nation by this talk about a brand of raisins. We are making them realize things about raisins that they never knew before. And we are making them ask for raisins as they never asked for them before.

SUN-MAID Raisins
This is the brand upon which the entire force of our tremendous publicity is focused. Get in touch with us and let us tell you how we have helped grocers everywhere to reap the harvest from the work that we are doing through national advertising.
Order Sun-Maids from your jobber to-day. Don't run the risk of being without them.
Three Varieties—Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded).
CALIFORNIA ASSOCIATED RAISIN CO.
Membership 8000 Growers (291) FRESNO, CALIFORNIA

Written for the "Modern Merchant and Grocery World."

This Contributor Says the Peddler is Doing More Harm to the Retail Grocer Than Anything Else

Gives List of What Peddlers are Selling To-day. All the Profitable Items of a Grocer's Stock. Impose on Consumers All the Time. Many Grocers Suffering Because They Do Not Know How to Help Themselves.

There is a work of vital importance to the retail grocery trade, both in the small towns and rural districts, which a paper of your kind can do, and that is to awake the grocery and general store trade to the menace of peddlers.

In many portions of Pennsylvania, Delaware and Maryland, we find that the peddler supply houses have drawn from the retail grocers and general storekeepers a large part of their most profitable articles, with the result that in many places they are being left to handle simply the staples in which the profit is distressingly small or nothing at all.

These peddlers sell chocolate, teas, spices, tapioca, salad dressing, flavoring extracts and medicines. They have selected all of the most profitable items which the grocer handles and are simply sapping the life blood of the trade in the small towns and rural districts, as well as in some of the larger cities.

These peddlers do not help any community in which they operate. They are simply parasites and are of the same general order, or worse, as the mail-order houses. They not only absorb the merchant's profit, but take the money out of the town or country, and it never comes back. It goes to the big centers and stays there.

I find that in many communities the farmers bring in their eggs and other products in some localities to sell to the grocer. In some places they simply exchange them for merchandise. This is a very good plan as it keeps the money at home. In other places, however, where the merchants are not so aggressive, the farmer seems to be the better merchant of the two. His products may amount to $5, $10 or $20 a week, but he only exchanges about 10 per cent. of it for merchandise. We find, upon investigation, that 60 per cent. of the balance is sent to Chicago to the mail-order houses or to the peddlers from whom they purchase the many fake goods referred to in my former letter.

The merchant in the small town or country is a builder up of his community. He bears the taxes, spends his money among the people, keeps up the churches, lodges, charities and all of the activities of the community, and yet this man's usefulness and ability to do these things are being sadly crippled by the peddler. In some communities the merchant is simply being forced out of business.

Something ought to be done to bring this to the retailer's attention in such a forceful way that he will overcome this difficulty, but by himself he is almost powerless. He is not aggressive; he frequently does not take either your or any other trade paper; and, in talking to the retail men who work the retail trade for us and turn the orders over to the jobbers, they tell us they do not find any trade paper in the majority of the retail stores.

They have got to be brought to a realizing sense of the condition which confronts them, and they will have to be taught how to meet this competition. They can only do it by handling first class goods and giving service, by being alert, wide-awake and on the job. That is how the peddler gets his—by being on the job.

It is easy for the merchant to show the consumer she is being imposed upon by these peddlers; that she is paying tremendous prices for that class of stuff. If the merchant would analyze the consumer's orders given the peddler, he would find that besides extracts, spices, tapiocas, salad dressing, etc., they also contain considerable quantities of worthless cosmetics and medicines, which they buy at from $1 $1.25 per package. The cosmeti frequently could be purchased fro a first class store for one-third the price. Many of the medicin are not made from first class pr scriptions as are those which ha to bear the scrutiny of the publ and the censorship of the dru authorities.

Some of these peddlers even off the consumer this junk on s months' time, or to be paid f when they call again. It looks easy that a woman is inveigled in buying stuff for which she has use, and more of it, by far, tha she ought to, feeling she will ce tainly be able to pay the bill wh it comes due, and that she will ha used the goods before it is time pay for them. The bill becom due, she has much of this worthle stuff still on her pantry shelf, a yet she has to pay for them.

Would be pleased to have yo bring this matter to the attention the National Wholesale Grocer Association, the National Associ tion of Retail Grocers and other o ganizations which would be inte ested in the work of conserving t business of the retail grocer a general merchant.

FAIR PLAY.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at La
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609
Keystone, Race 746

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

Stop, Look and Listen

This familiar sign at the railroad crossing is a warning to "sit up and take notice." How many have ignored it to the sorrow of their friends. The sign calls for attention; can we interest you?

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

SYRUPS—Our Table Syrups continue to grow in favor; a breakfast sweet these crisp Fall mornings is appetizing. We have a line that will please most everyone: Our ***Challenge Brand*** is a winner; ***Royal Table,*** a great favorite; ***Gilt Edge, Very Best, Starlight, Extra Amber, King "B," White Clover, Crescent,*** etc. Try them. We also have Fancy "Ingleside" N. O. Molasses in barrels; Cruiser Baking Molasses and a full line of canned syrups.

FANCY HEAD RICE—One food product that has not advanced. We have a fine lot of "River" Honduras Fancy Head, uncoated, very desirable and a grade we cannot always get. If you want a really fancy head rice buy this. 100-lb. bags, $5.75.

FODDER YARN—Now that corn husking season is most here, there will be a demand for Fodder Yarn. We offer Plymouth Mills, best quality Sisal yarn, in rolls of 50 and 100 lbs., price, 11½c.

CANNED PEAS—How popular Canned Peas have become—this last two years the quality has been fine and prices reasonable. We have a special this week on Sifted Early June, something a little better than standard goods. Uniform in size, clear liquor and good flavor. "You No" Brand, packed in Delaware, price per doz., 90c., or in 10-case lots at 88c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA



This Brand Will Stand Any Good Thing You Can Say



Goldenoyle, which we advertise here, is a higher-grade article than any other cooking oil you can possibly have in stock.

We know all the others and we know **Goldenoyle.** It is the finest grade of cooking and salad oil which has ever been put on the market. You can sell it under the most enthusiastic recommendation you can give—you cannot say too much.

One thing to say is that Professor Allyn, the widely-known Westfield, Mass., chemist, has passed **Goldenoyle** as conforming with the Westfield standard. Has he passed the brand you are selling?

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



See What Some of You Have Done to This Baker.

You grocers are a hard-hearted bunch. Just wait till I tell you.

A little baker in a town where I go every ten days had to go out of business last month on account of you fellows. Least, he says that's the main reason. You know when some fellows get into trouble, they always look for somebody else to blame it on. They never look inside themselves for it. Maybe he's that kind, I don't know him. I only know that he's telling everybody he was pushed out of business because everybody else stole his business away from him

When I heard that, I picked up my little pink ears, for there's the stuff, thinks I, for a sermon to the boys.

This is a town of about 4,000 people. This baker has had a store in it for about 12 years and before that his father had it. In fact his father laid away some money from that store and died pretty well fixed.

They had a big trade in bread and ice cream. They made 'em both themselves and sold 'em all over the town and outside.

In them days nobody but a baker sold bread. The grocer wouldn't any more have sold bread than he would have sold horse collars.

But to-day every one of the six grocers in that town sells bread. There's a chain store there and that gets fresh bread twice a day from its city plant. And all the other stores sell somebody's bread that comes up from the city too. You don't need to go to the little baker's for bread any more. In the first place, the little grocery store right around the corner sells it, and in the second place it's a darned sight better bread.

You simply can't turn out as good bread in a little country bakery with dust all over everything, as you can in these big city plants where they have everything everybody heard of to make bread with.

And it's a heap cheaper, too.

The little baker, when he went out, wrote a piece for the paper, saying that there didn't seem to be any room for his bread any more, and he had to drop out. It's pretty tough, when you think about it.

And his ice cream. There's a couple of drug stores up there that sell ice cream by the quart now. They don't make it—they get it from the city. It's Breyer's or Crane's or Horton's, or somebody's—just like the bread—and they do a big business in it. Charg less than the little baker charge too.

There's another bakery in tl town and that's got the agency f somebody's ice cream.

Well, you can see right aw why he couldn't stand the rack With the grocery stores taking h bread business, and the drug stor taking his ice cream business, the wasn't enough left to keep hi afloat.

But while the bread was bett the ice cream wasn't. On hot da I used to go in the little store a soak up a plate of the little bake ice cream, and it was all to the goo Tasted like the kind that moth used to make. Made out of crea The city ice cream that comes there ain't in it—tastes like glue me, but holy smokes, what people care about that, if they c get it for five cents a quart les

So the little store has gone out business, and the baker is runni around for 10-cent insurance po cies. Shame, ain't it?

Well, what am I going to about it? I ain't going to do an thing. If I was a grocer I'd s anything I could make money He's got to; other people are doi that to him. Before I'd be push out, I'd do anything to turn an ho est dollar, even to curing wa begosh!

THE STROLLER.

CORRESPONDENCE.

Fixtures Wanted.

Carnegie, Pa., Sept. 18, 1916.

To the Editor.

Dear Sir:—Please publish the address of the Walker Bin Co. or any others that make store fixtures.

Yours respectfully,
P. HAMMILL.

The address of the Walker Bin people is Penn Yan, N. Y. If you want anything like counters, the best known grocers' counter is made by Sherer Bros. Co., Chicago, Ill.

* * *

The Pros and Cons of Price-Fixing.

New York, Sept. 15, 1916.

To the Editor.

Dear Sir:—I have noticed in your recent issue the announcement of the action of the Lebanon, Pa., Business Men's Association in opposition to the Stephens bill, and from the prominence which you have given it I know you realize the importance of this discussion and the interest that there should be in it for retail merchants and consumers.

I wonder if you have seen the recent statement issued by the National Trade Association which shows the increased cost at wholesale on merchandise when sold under a price-maintained system and the same merchandise when sold by the same manufacturers in bulk to retailers, who package it in packages equally as attractive but at a wholesale figure materially less than that charged when the manufacturer packages it and adds his price system? I trust that this will be of interest to you.

Very truly yours,
JOHN W. HAHN,
Secretary National Trade Assn.

* * *

Advice as to a New Scheme.

South Williamsport, Pa.,
September 16, 1916.

To the Editor.

Dear Sir:—Can you inform me as to the standing, etc., of the Cane By Products Co., stock for sale by Wiedener & Co., of Philadelphia, Pa.

Yours truly,
GEO. B. RICKART.

We advise our correspondent not to invest any money in the scheme referred to.

* * *

A Mincemeat Packer.

Atlantic City, N. J.,
September 12, 1916.

To the Editor.

Dear Sir:—Kindly give us the name and address of the concern that packs Brick's mincemeat, and oblige,

Yours very truly,
A. SALUS & SON.

Edgar Brick, Crosswicks, N. J.

FULL TEXT OF DECISION HOLDING PENNSYLVANIA COLD STORAGE FOOD ACT UNCONSTITUTIONAL

(Continued from page 5.)

(b) Legislation intended and reasonably adapted to prevent an article being manufactured in imitation or semblance of a well-known article in common use, and thus imposing upon consumers or purchasers, is valid.

(c) In the interests of public health the Legislature may declare articles of food not complying with a specified standard unwholesome, and forbid their sale,

In holding, as I feel compelled to do, that Section 16 of the Cold Storage Act is unconstitutional, I am not mindful of what was said in Powell vs. Commonwealth, 114 Pa. 365, affirmed by the United States Supreme Court in Powell vs Pennsylvania, 127 U. S. 678:—

"The rights of the judiciary to declare a statute void and to arrest its execution is one which, in the opinion of all courts, is coupled with responsibilities so grave that it is never exercised except in very clear cases." On the other hand, I recognized the duty which Mr. Justice Harlan, in Mugler vs. Kansas, supra, rests upon the court. As to the jurisdiction of a Court of Equity, there does not appear to be any doubt.

"West's App., 64 Pa. 186. Ex Parte Young, 28 Sup. Ct. Rep 441."

In the latter case Mr. Justice Peckham says:—

"The various authorities we have referred to furnish ample justification for the assertion that individuals, who, as officers of the State are clothed with some duty in regard to the enforcement of the law of the State and who threaten and are about to commence proceedings either of a civil or criminal nature to enforce against the parties affected an unconstitutional act violating the Federal Constitution, may be enjoined by a Federal Court of Equity from such action."

West's appeal was a proceeding in equity against West as deputy

eator. Mr. Justice Agnew, in rring to the act under which he proceeding, said:—

The act is contrary to law and lso prejudicial to the interests he society and its depositors. . We cannot view the proceed- of the auditor-general and his ity as that of a sovereign, ier to be resisted nor ar- ed; but by reason of its entire t of authority, we must de- e it to be illegal and void of reign sanction. Persons thus eeding illegally do not repre- the State, which is presumed o no wrong, and are, therefore, e restrained, not because they acting as agents or officers un- its commission, but because they proceeding in violation of right contrary to law, and have no l commission to do the act they seeking to perform. The proc- of this Court acts upon them as viduals and not upon the State." smacks of special legislation to are that an article in common as food, preserved by the best nods known to modern scientific overy, shall be placed under the and its owner exposed to pros- ion, fine and imprisonment (see ion 23) if he offers to sell it as food, and yet permit the sale of the same article, kept as long as, and where the owner may see fit, outside of a cold storage warehouse.

Being of the opinion that the plaintiff is without adequate remedy at law and that he is entitled to equitable relief, the injunction prayed for is allowed. Demurrer overruled.

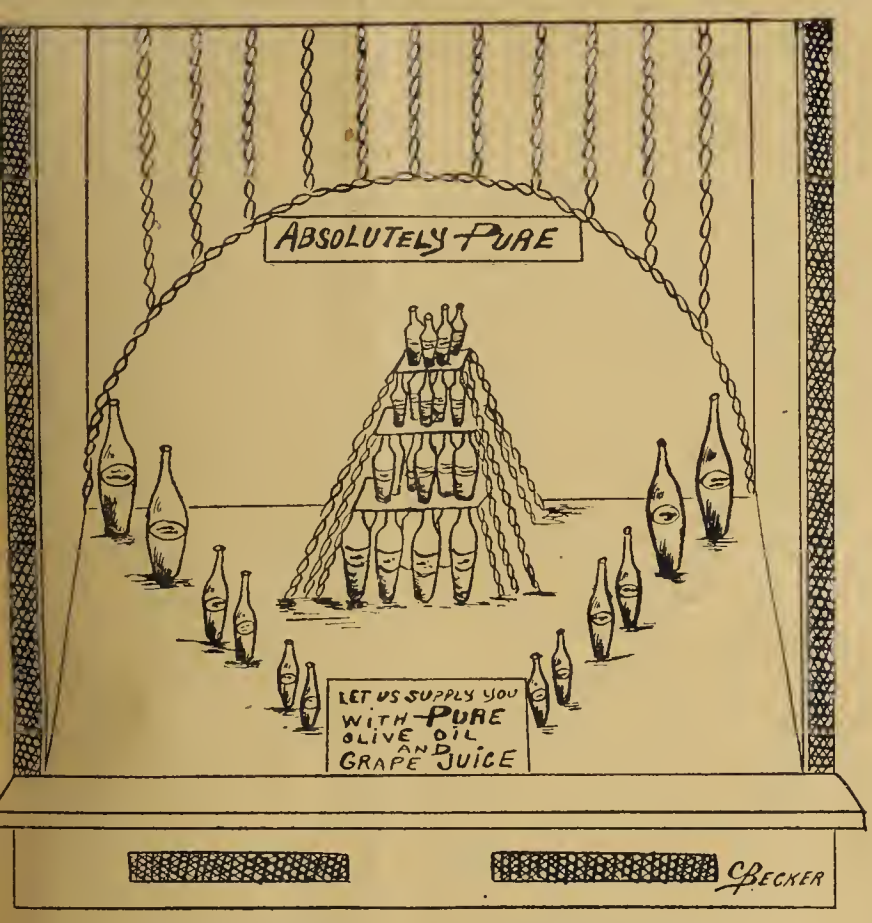
Do You Lose Here Anywhere?

An investigation made by experts shows the following losses to be a fair yearly average for the ordinary grocery store:—

Mistakes on invoices	$12 00
Mistakes on customers' bills.	60 00
Failure to charge goods sold on credit	120 00
Waste of supplies	12 00
Mistakes in simple addition.	24 00
Time wasted in calming customers dissatisfied because of overcharge	12 00
A total of	$240 00

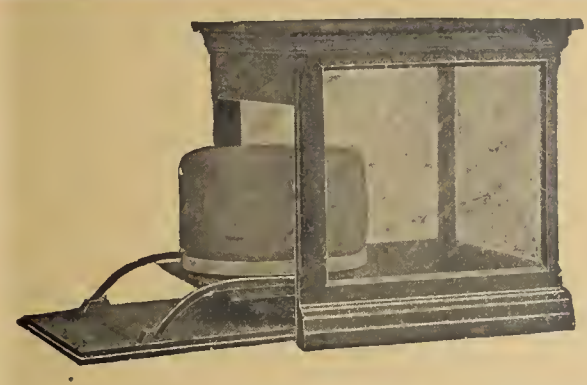
Not such an overwhelmingly large sum, yet it represents 6 per cent. net profit on $4,000 worth of business.

Weekly Window Display Suggestions



Olive Oil Display.

This is a good display, providing you handle a quality that you can antee as being pure. In connection with this, grape juice may be dis- ed as well. First cover the bottom of the window with purple crepe r. Then cover two or three boards with the purple crepe paper. If have four sizes of the oil, three boards will be necessary, and arrange in a pyramid, as shown. Finish at the sides with twisted strips of w crepe paper. From each rear corner of the window to the center front nge different size bottles of grape juice, and at the extreme center front a neat sign card, lettered as illustrated. Make an arch in the rear, of , and support it from the ceiling with invisible wire. Cut some yellow e paper in strips about two inches wide, fasten them to the ceiling, twist and attach to the wire arch. Now twist a strip around the arch. end a long, narrow card like in cut.



This Is a Bargain at $7.50

If your check for **$7.50** for this Cheese Cabinet reaches us within thirty days, we will without charge put real French plate bevel glass in the front. Adds a hundred per cent. to the appearance; usually ordinary glass is used.

This cabinet will set off your store like anything. Buy of your jobber or of H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

Made by The American Specialty Manufacturing Co. - Chambersburg, Pa.

BABBITT'S CLEANSER



The Big Seller

The large, new can of Babbitt's Cleanser that sells for 5 cents enables your customers to cut the cost of cleaning in half because it's as big and as good as others which cost 10 cents. It sells twice as easy and twice as fast as any 10-cent cleanser. Extensive advertising is featuring the new package, the low price, and the fact that the Trade Marks are good for beautiful and useful presents. Take advantage of the demand we are creating and see that the showy can is prominently displayed on your shelves. You'll never have a complaint from a customer who uses it.

B. T. BABBITT, Inc.
NEW YORK CITY

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.



No. 382.—How Security in Business Transactions Sometimes Slips Away.

This article should interest any one of the following classes of business men:—

1—The one who asks somebody to become his surety on a business contract, which means to go security for him.

2—The one who asks a customer or some one with whom he is dealing to furnish security for the payment of a debt or the fulfillment of a contract.

3—The one who goes security for somebody else.

The following letter brings the question up:—

St. Louis, Mo.

Please answer this question: About six months ago we were applied to by a concern that wanted to open an account with us. They were large buyers, and their trade was somewhat sought after, but they are plungers, and the trade do not feel absolutely safe about them. We are a conservative house, and as they proposed to place a large initial order, we asked them to furnish security. This they did. A brother of one of the partners, a man of extensive estate, agreed to be their security, but did it through his lawyer, and the lawyer drew up a paper in writing agreeing to stand good for the firm up to a certain amount. There was a clause in the paper which bound us not to grant more than a certain amount of credit at a time, and not to sell one bill until the last one was paid in full. We let the house have their goods, and everything went along all right until last month, when the house failed. We thought we were protected by the security, but when we investigated we found that after the first two or three bills the house had always carried over a balance, and a considerable part of the amount they owe us is due to the accumulation of these balances. We called on the brother who went security to make good, but he refused on the plea that we didn't keep to our end of the contract. The case represents a substantial sum of money and we would appreciate your advice.

S. M. & Co.

If there is no more to this case than the correspondent sets forth, his money is gone.

It is a well-settled principle of law that where A becomes security for B, in a debt which B owes C, A is released from his security contract if C does anything which in any way releases or favors B, without A's consent.

As a leading case puts it: "Any material alteration in or deviation from the terms of the contract for whose performance the surety is bound will, if made without his consent, release him from his obligation."

Let me make that clearer. The point is that the surety or security agrees to become security on certain conditions. Sometimes those conditions are expressed, sometimes they are merely implied. If the conditions are changed in any material way, he has the right to say: "You have changed the situation. I did not agree to become security on these terms, and I decline to be." At the bottom of this is the assumption on the part of the law that the security has, under the conditions as arranged, a certain hold on the real debtor which will be weakened if the conditions are changed.

For instance, in a case which I remember, A executed a promissory note in settlement of a debt. His own credit wasn't very good, so he got a couple of friends to endorse for him. The note came due and wasn't paid. The holder of the note, without notice to the security, and without any effort to collect the note, accepted interest for another year in advance. Again the note came to maturity without payment and finally the maker laid down and the holder tried to collect from the two sureties. The court said no. The acceptance of interest in advance had the legal effect of extending the time of payment, and as the sureties had not consented to it they were released. The holder accordingly lost his money, merely by his generous act in giving his debtor more time. He should have asked the sureties before he did it.

In another case a contract provided that payments were to be made to a contractor as the work progressed and proper certificates were obtained from the architect. The contractor gave security for the proper performance of the contract. The payments were not made as the contract provided, but much ahead of time. Finally the contractor failed, and the surety was called on to pay. He said, after he had completed his examination, "No. You changed the terms of the contract and the terms of my obligation." The owner took it to court, but lost, and eventually had to go out and expend a lot of extra money to get his building completed, merely because he didn't keep to his contract.

Any number of other changes in the conditions may relieve the surety. The renewal of a note without his consent, the failure to hold back part of a contract price, as the contract required, the alteration of a note by changing the rate of interest, or the time of payment, or the amount of the note, or the date, or an alteration in a lease, or *anything* that puts the security in a different position toward the obligation he assumed.

If you have dealings with anybody, in which he has given security, be sure not to give him any privileges or extensions without first asking the security if he has any objections.

(Copyright, September, 1916, by Elton J. Buckley.)

—

NOTE.—Requests for information in this department should tersely set out in full all the faets bearing on the ease, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be reeeived at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must aecompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without eharge. Address all communications to Legal Editor "Modern Merchant and Groeery World."

Pennsylvania Organizati Notes.

Barnesboro Business Men are iously considering an earlier cl hour for the stores of the town special meeting of the merchants called for September 14th, at which the matter was discussed most free

* * *

One of the big events of the s was the big home gathering of the chants of Royersford and their cus ers at Bonnie Brae Park on Au 24th. Thousands participated as guests of the merchants and everyt was free, even to the transporta There was the usual programm sports and souvenirs were given with a lavish hand. Lunch was s to all without cost.

* * *

State Secretary A. M. Howes i sisting in the reorganization of U City.

* * *

Mr. Smedley has been invited to dress the Dealers' Aid Bureau of Kensington on October 5th at the theran Church. The occasion is semi-annual banquet of the orga tion.

* * *

The Washington County Chambe Commerce will hold its semi-annual vention at Cannonsburg on Thurs October 12th. Mr. Smedley has invited to make a talk.

* * *

It is intended to hold a mass m ing of wholesale and retail grocer Scranton in the near future.

* * *

We talk a lot about preparedness it not time the retail merchants of State not only talked preparedness, acted as though they meant what were talking about. Real organiza is real preparedness. Organize.

The Reputation and Standing
Walter Baker & Co.
Cocoa and Chocola Preparations



Registered, U. S. Pat. Off.

Have been built up years of fair dealing honest manufacturi an unwavering pol of maintaining t high quality of t goods and by exte sive and persiste advertising.
This means for t grocer a steady a increasing dema from satisfied customers, in the lo run by far the most profitable tra

The genuine Baker's Cocoa and Bake Chocolate have this trade-mark o the package and are made only by

WALTER BAKER & CO. Lt
Established 1780 **Dorchester, Ma**

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

ing Forward.—There has never , in the history of the grocery busi- better chances for grocery clerks dvance than there are to-day. The oncerns are operating branches and ther ways enlarging their output, ting responsible positions for fel- that are *ready* for these positions. the going forward spirit is the t for you to cultivate and the very and most important attribute is *lty*. Loyalty begins by being true ourself, and it "must follow as the t the day, thou cans't not then be e to any man."

* * *

or to be false or disloyal you dis- your manhood. It's an awful thing orfeit that. Yet every one of us it in our own keeping.

o deepen the interest in our work, earn more daily, to discharge duties erfully and to be sincerely honest nought and deed is going forward. oung men are selected for good jobs use they demonstrate more or less e qualities, and if you have made your mind to go forward it must be e clean.

o-operate constantly with the aims your firm. Don't criticise and don't p out of line with these aims, offer- immature arguments of your own opposition to a carefully thought-out of policy. You manifest weakness en you do that. And above all, you p back the "going forward" principle. responsive and show a hearty will- ness to enter into a project with en- siasm. Indifference is exasperating a business man. Jump into a thing though your own fortune depended on its success—which indeed it often es.

* * *

We rather look for the old-time clerks be standpatters for old-time methods, t for a young clerk with pretensions r advancement to refuse to adopt the w ideas, places him on the $2-a-day ss indefinitely.

So to go forward you are to watch ur step and be ready for the next ve. We have yet to meet the head a concern who would not prefer giv- g a new store in charge of one of his n men rather than an outsider. But a matter of fact, it has to be done, d is done almost daily.

You fellows shouldn't permit it. You ould be too proud to permit it. Yet e boss isn't to blame.

He is looking for efficiency, and if he n't find it in his own place he is mply going outside.

* * *

This concern stretches many a point hen opening a store so as to place ne of our own."

The following little things are marks of the clerk who is in line for promotion and who makes his present job a credit to himself and his employer.

* * *

He says "Good morning" or "Good afternoon" to everybody who enters the store.

* * *

He changes his store coat twice a week.

* * *

He calls the customer by name when the proper occasion arises. For instance, "Candidly, Mrs. Smith, I don't think this brand of peas will suit you."

* * *

He never jokes with his customers nor relates to them matters pertaining to his home life.

* * *

He is a writer of notes—therefore a non-forgetter.

* * *

He asks questions.

* * *

He doesn't have headaches through unnatural causes.

* * *

He sells goods because he knows goods. He knows goods because he believes that that knowledge is the salesman's best asset.

* * *

He isn't given to mis-representation, knowing that this is a confidence breaker.

* * *

He is an attentive listener—and an earnest business talker.

* * *

He doesn't argue. He doesn't doubt her word. He doesn't say "Yours is the only complaint we ever had about these goods."

* * *

He is a quality man. He believes people forget price, but remember goodness.

* * *

He talks success. Acts success. Business with him is always good.

* * *

He goes on the "Sell her a dozen" plan, and gets away with it finely.

* * *

He hates the single can sales—but you'd never guess it.

* * *

He doesn't holler—he speaks decisively. He is a grand, good, wholesome fellow.

* * *

Get his "marks."

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

DESPITE the fact that our business is breaking all previous records in volume, we're still able to give you

PROMPT SERVICE

on shipments—whether large or small—of

Heekin's Heavy Duty Steel Cans

the containers that will keep your product clean and fresh. Used for crackers, they retain the crispness and flavor and prevent over-moisture. Size, 15½ x 27¾ in.

Used for coffee, they retain the aroma and bouquet and keep out dirt and dust. Size, 15½ x 20¾ in.

Attractively decorated and of guaranteed quality.

***The* Heekin Can Co.**

New St. and Sixth Ave., Cincinnati, Ohio

"Heekin Can



Since 1901"

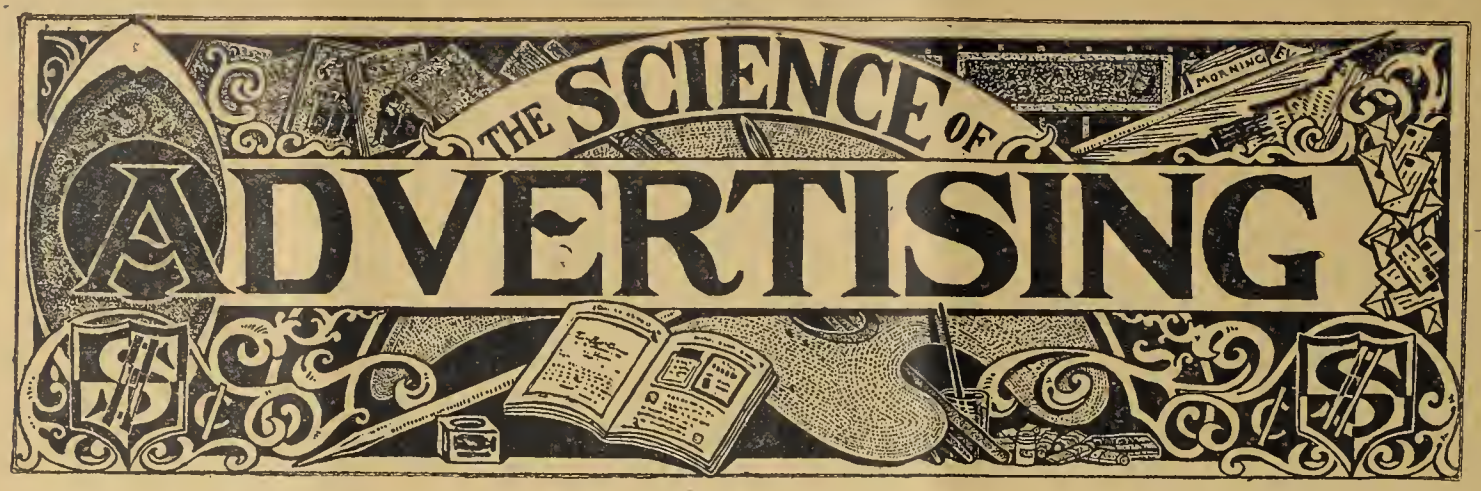
You Profit—

and your customers benefit, every time you sell Rumford. Every can sold means another sale of—

Rumford
THE WHOLESOME
BAKING POWDER

RUMFORD CHEMICAL WORKS,
Providence, R. I.

N.65



Messrs. Kapp & Seibert, general storekeepers at Dillsburg, Pa., with branch stores at Bermudian and Mt. Top, send me a copy of a large circular which they recently used. It was 13 x 20 inches and was printed in black on fair quality paper. Here is the reduced reproduction:—



THE BIG STORE

FILLED WITH

Extraordinary Values

DRY GOODS

To those who have been buying Dry Goods from us it is only necessary to say that our assortments for Fall and Winter are even larger and better than heretofore, and those who have not yet investigated our Dry Goods Dept., owe it to themselves to do so before buying their Fall Supplies.

Notions, Staple & Fancy Specialties

Underwear for Men, Women and Children. A complete line of Styles in Medium and Heavy Cotton Worsted and all Wool Shirts Drawers and Union Suits.

SWEATER COATS

Our line consists of the Newest and Snappiest ideas brought out for Fall. Coats for Women, Misses and Children, a great opportunity in this line is open to You. The styles we show are the best sellers according to the very latest preannouncements of Fashion.

SHOES

We carry a Large Assortment, investigation will show you that our prices on the entire line are lower than our competitors. Compare and see for yourself.

FLOOR COVERING---We have in stock the largest and most complete line of Rugs, Carpets, Linoleums, Oilcloths, covering all kinds and grades. The variety of patterns will astonish you.

Bed Blankets and Comfortables. The house best prepared to fill your orders. We have large assortments of the goods you want.

GLOVES---In our line of Gloves you will find some very exceptional values in Wool, Leather and Kid for all members of the family.

GROCERIES---We Are Headquarters for Clean Fresh Stock.

Remember we buy Country Produce and give Parke's Trading Stamps for all your purchases Cash or Trade.

Can you afford to overlook the special offerings that we give in trading with us.

KAPP & SEIBERT,

Branch Stores { Bermudian, Pa. / Mt. Top, Pa.

DILLSBURG, PENNA.

Bulletin Publishing Co., Print, Dillsburg, Pa.

The Bulletin Publishing Co., of Dillsburg, who printed this circular, and without space. Making necessary allowance for the limitations of a country printing office, I should think the Bulletin people could have done better than this. They certainly have *some* job type that could be combined with taste, and if they don't know how to combine it, they ought to take a good printers' trade paper and learn.

* * *

Now what ails this circular, typographically? Chiefly bad combinations and bad selections of job type. Instead of putting three styles in the headlines, "The Big Store," etc., the whole four lines should have been put in one style type. There was no sense at all in making a head of "Notions, Staple and Fancy Specialties," there is nothing notable about that; it is too vague. The headline "Shoes" is too big—no sub-head ought to be quite as big as the main heading. The cuts add nothing because they are not connected up with the text. The advertisement does not even say that the store handles these things. There is too much on this circular, as at present arranged. It is probable that by cutting "Notions, Staple and Fancy Specialties" out as a head, and setting "Shoes" smaller, enough additional space could be gotten to loosen the type up and make it more readable.

* * *

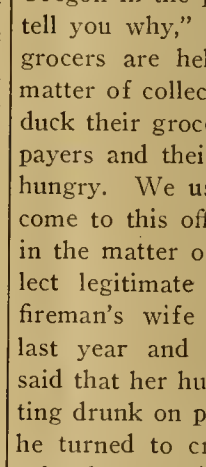
So much for the typographical end of it. From the ad-writing end, I think the whole circular much too general. This was evidently the big fall announcement. The store was full of new goods and ready for the new season's business. The advertisement was to give the *news* of the store. Does it do it? In my view it does not. It tells nothing except to make the general statement that we have in stock the largest and most complete line, etc., etc., etc. Take Sweater Coats. "Our line consists of the newest and snappiest ideas brought out for Fall." Why not tell what some of them are? The advertising of Sweater Coats in this ci should have been exactly t giving the news of the new Take Gloves, "You will find very exceptional values." But and where are they? The a tisement is silent, though it w plain duty to speak, especially apparently it could have sa much.

—

NOTE.—This department is devo the criticism of advertising matte in, to the devising of new adve ideas for special occasions, upon r and to the suggesting of origi.al tisements when data is supplied communications sent for this D ment should be addressed to the of Science of Advertising. The be taken up in strict rotation.

Grocers Enthusiastic Over Pr tion.

Portland's (Ore.) grocers are unanimous in their indorsement o hibition, according to Robert G. D manager of the Retail Grocers' ciation. "Why, prohibition has n prohibitionist out of me," say Duncan, and he is confident th grocers will be instrumental in k Oregon in the prohibition column. tell you why," said Mr. Duncan. grocers are helped wonderfully matter of collections. Men who u duck their grocery bills are now p payers and their families are not hungry. We used to have many come to this office begging for le in the matter of bringing action t lect legitimate bills. For exam fireman's wife came in here on last year and begged for time. said that her husband had a way o ting drunk on pay day, and when he turned to crap shooting. As sult she got little of the mone household expenses. He had cont a bill of $110 with one grocer ar other food firms were losers b acts. Since the State went dry man has not only been prompt i payments, but he has almost paid r former indebtedness. I saw his the other day. She is a different ing woman. Personally, I opposed hibition until I saw the good it I can ride in my auto now without of being rammed by a drunken au I can go home on a street car wi smelling a polluted breath or listeni some liquor laden argument. The cers are for prohibition."



Your Trade Will

Mapleine Flav

brings back your custome can make no mistake. Th back for that genuine "M Tang. A real American ing used for every purpos

ORDER FROM

WILLIAMS & RO
45-7 South Front St
Philadelphia, Pa
JOHN DEAN
801 Empire Buildi
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Squar
Buffalo, N. Y.

CRESCENT MFG.
SEATTLE, WASH

ust About the Most Unique Scheme Yet

hio Concern Has Plan by Which Grocers Can Give Customers Insurance Policies, Under Which, if Sick, They Can Get for Six Weeks the Same Quantity of Groceries Which They Got When Well. "Store Money" is a Part of the Scheme.

One of the most unique schemes or grocers which has ever appeared nanates from Dayton, Ohio, where concern is introducing a form of nsurance which gives a consumer, ho is sick, the same quantity of roceries which he or she bought hen well. The thing lasts six eeks. The grocer gives an insurnce policy to every customer, payng 3 per cent. on the amount of the ustomer's purchases. He cannot et the policies unless he introduces store money" into his business. Store money" is dummy money hich is used instead of the real. t the end of the month, or week, henever the customer pays, he imply substitutes real money for he dummy.

The whole scheme is told in the ollowing statement by the company, which is supposed to be read y consumers. It is interesting nough to reproduce in full:—

By purchasing your groceries from merchants who use Store Money in the handling of their credit accounts you will be given, without 1 cent of cost to you, an ironclad accident and health insurance policy in a $100,000 bonded company, incorporated under Ohio State laws. The policy will be made out to you for an amount equal to your average weekly grocery bill, and in case you become disabled because of sickness or accident you receive that amount of groceries, without 1 cent of cost to you, each week, up to and including a period of six weeks, if you are disabled that length of time. If you are disabled only one or two days, you receive free groceries accordingly during that time.

For example: We will suppose your average weekly grocery bill amounts to $5. Your policy will be made out for $5. If your average weekly grocery bill is $10, your policy will be made out for $10, etc. Then in case you become disabled because of sickness or accident, you receive that amount of groceries from your grocer each week up to and including a period of six weeks, if you are disabled that length of time.

Should you meet with an accident which results in your death within twenty-one days from date of accident, your family receives not only the regular amount of groceries as provided in the policy each week while you are disabled, but upon your death receives in addition five times that amount.

The grocer pays the insurance company for the policy. It costs him 3 per cent. of the amount of insurance he carries on you. Then when you are disabled he gives you your groceries without cost and the insurance company pays the grocer for them.

These grocers guarantee that they will not increase their prices 1 cent because of giving this protection. Perhaps you may be wondering how they can afford to do this, but it is very easy to understand, as we shall explain. First, these grocers save 5 per cent. in the handling of their credit accounts by using Store Money and eliminating useless waste—no more book work—no more wasted time, supplies and other expenses. Second, they consider insuring their customers a much better profit sharing plan than any premium scheme. Third, the 3 per cent. which is paid by the grocers for the insurance policies is only a part of what they save by the use of Store Money.

Store Money is a credit plan and enables the merchant to do away with the necessity of writing down each and every item the customer buys. It is made up in the same size and denomination as real money, from 1 cent to $1.

The grocer lends you a supply of this store money with which to do your buying from one settlement day until the next. You don't pay for it in advance, but simply O. K. a receipt for the amount you receive. This makes it impossible for you to be charged wrong. Then you spend this money for groceries just like you would real money, and on the following settlement day you pay for the amount you have spent. In this manner these grocers handle their credit customers just as easily and with no more expense than their cash customers. Cash customers also are entitled to this free protection.

The Current Apple Crop Fair Average But Below Last Year.

The September 1st forecast of total apple production this year in the United States, as reported by the Bureau of Crop Estimates, U. S. Department of Agriculture, is 67,679,000 barrels of three bushels each (agricultural and not commercial basis), as compared with 76,670,000 estimated produced last year, of which not quite 65 per cent. were sold. In the past ten years estimated production has exceeded the present forecast five times. Taking the country as a whole, it thus appears that the apple crop will be nearly an average, but 12 per cent. smaller than last year's large crop. The crop is larger than last year in the Atlantic coast States, including New York and Pennsylvania, and in the Pacific coast States, but smaller in practically all the interior States except Michigan, which has about 34 per cent. more than last year. For the first time this year an attempt has been made to forecast the crop by important varieties.



Get Into Manufacturing as Fast as You Can

Start by making your own peanut butter with a **Quaker City Mill.** Remember that on everything you can *make*, you put all competitors behind you, even the chain stores.

We will send you a **Quaker City Peanut Butter Mill** on thirty days' trial, so that you can give the plan a try-out.

Write for some reading matter about it, and act quickly, especially as you aren't committing yourself to anything.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.

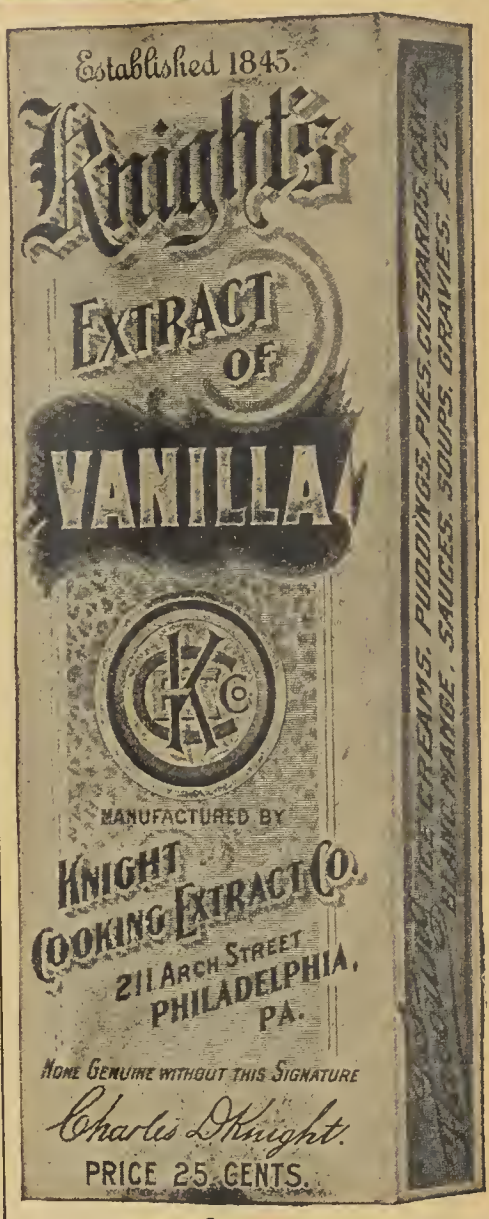


They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Everybody Knows Them



KNIGHT'S FLAVORING EXTRACTS have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.
Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.
S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.
ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.
C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.
L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.
HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.
P. L. CLASE, SON & Co.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.
EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted si cans, 20c. to $2.25, U-Auto Varnish; c be applied with a cheese cloth; exteri and interior, at 40 per cent off ret list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 142.

50 cases 12-oz. A. P. W. Full Weig Brand toilet paper, 100 rolls to a cas $6 case.

10 cases Picnic California Apricot 85 cents doz.

15 cases Indian Cornstarch, 75 cen doz.

50 cases Sano Cleanser, 4, $2 case.

15 cases ½-lb Yellow Tail Fish, 7 cents dozen.

20 cases assorted Nesnah, 60 cen doz.

25 cases No. 2 Red Cherries, 75 cent doz.

15 cases No. 3 New York Stat Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 cent doz.

200 Egg Crates, at low price.

20 gross Sanitary Jar Caps, 50 cent gross. WITMAN BROS.,
40 N. Tenth St., Harrisburg, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster an Electric Motor, good as new; would lik to sell for $80.
"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Important Notice to those Advertisin in the Exchange Department.

If the goods advertised do not mov after four weeks, will the owner kindl notify us, so that the offer may be dis continued? We desire to keep the de partment as clean and fresh as possible and if goods don't move in four weeks they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

BUSINESS OPPORTUNITIES

FOR SALE.—$9,500 will buy good will, stock, fixtures, coffee roasting machinery of prosperous retail cash coffee and tea business, with excellent reputation and large following. Location, Philadelphia's best business street. Business has netted excellent profits for the past fifty years. This is a clean, straightforward, honorable business proposition and well worth the price named. For particulars address J. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 13

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

FOR SALE.—Stock of general merchandise and fixtures, invoice about $1,500; in town of 600, in York County; churches, schools, manufactories and good farming country; rent low for store and dwelling; sickness and death cause of selling. Address A. B., care Grocery World Publishing Co., 927 Arch St., Philadelphia. 13

FOR SALE.—The most up-to-date general store in a town of 3,000 people, doing a big business and growing fast. The reason for selling is going in the wholesale business. The best location in town. All information will be given to real buyers. Building is 40 x 70 feet, three stories, and warehouse attached. Address Box 225, Manheim, Pa. 14

FIXTURES.

FOR SALE.—Refrigerator, in good condition; size 7 x 7 x 10 feet high; price $50. Address Fred. C. Berrien, 8000 Frankford Ave., Philadelphia. 15

FOR SALE.—Practically new National cash register, registering from 1 cent up to $3; total adder. Obtained it with a bankrupt stock and not registered over $300 total. Cost $50, will sell for $40. Address J. H. Herr, Ephrata, Pa. 15

WANTED

WANTED.—I would like to buy the following second-hand, but in good condition: One electric coffee mill; one micrometer scales, ten or five pounds, and several floor cases. Address P. R. Shellenberger, Willow Street, Pa. 15

This Space Reserved

for

C. Wilkinson's Sons

The thoughtful retailer is bound to admit that nationally advertised goods are the retailer's salvation. They enable him to do twice the business he could otherwise do, and to do it with almost no selling labor. The dealer who ignores or rejects their help in doing a large business at low expense, is an exceedingly shortsighted man.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, SEPTEMBER 25, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresb Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradisb	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Cheese
Eggs
Mackerel
Provisions
Lard and Compound, Swift's
Compound Lard

—1—

SUGAR.

	Barrels.
Cut Loaf	7.70
Eagle Tablets	8.55
Crystal Dominoes, 24 5-lb. pkgs	9.55
" 60 2-lb. pkgs	9.55
Patent Cubes	7.05
Confectioners' Lozenge	6.70
Powdered	6.70
Fruit Powdered	6.55
Dessert and Table, 2-lb. cartons, 48 lbs.	6.85
Granulated, fine or standard, McCahan	6.60
" " Franklin	6.60
" extra fine, bbls	6.55
" " 2.lb. bags	6.95
" " 5-lb. bags	6.95
" " 10-lb. bags	6.85
" " 25-lb. bags	6.75
" " 100-lb. bags	6.55
" coarse	6.70
Confectioners' Crystal A	6.55
A Confectioners'	6.45
A No. 1	6.40
A No. 2	6.35
Franklin B	6.20
Extra C	5.95
C	5.80

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins per tin			1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ¼ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans ree	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocba Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¼
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	.....
Tomson-Hummels, tin, ½ gross per gross	2.60
" imp., ½ gross "	2.15
Floto's, improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl. per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30–60 lbs	.28
" 5 and 10-lb rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box per box	

JARS AND JAR RUBBERS.

	Pe
Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Pe
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz. per doz.	

CATSUP.

	P
Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tabasco, ½ pint, 2 doz	

KETCHUP.

	P
Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

Baked Beans—	
Ritter's	1.00
B. & M., No. 2	1.20
Campbell's, 16 oz., tomato sauce or Boston style per case	
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.45
Vitcory, No. 1	
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
Lima Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
String Beans—	
Standard New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
Red Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.85
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	
Peas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.85
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.85
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
Beets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
Succotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	1.05
Sour Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.75
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.25
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	26.00
Boneless and peeled, ¼s	23.00
" D. & G., ¼s	26.50
" Ispa, ¼s	28.00
" Gondolier, ¼s, 100	
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s. key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," ollve oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s. 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.55
" No. 1	6.25
Turkey, No. ½	3.55
" No. 1	6.25
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 15, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅙-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ⅛s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ⅛-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. ooxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box.....per box	1.65

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—		
12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
½-lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—

Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.50
Stock No 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.75
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.69	¼ lb	.57½
½ "	.83	½ "	.69
1 "	1.11	1 "	.92½
2 "	1.47½	2 "	1.23
3 "	1.75½	3 "	1.46
4 "	2.17	4 "	1.81
5 "	2.49½	5 "	2.07½
6 "	3.04½	6 "	2.54
7 "	3.32½	7 "	2.77
8 "	3.55½	8 "	2.96
10 "	4.01½	10 "	3.34½
11 "	4.57	11 "	3.81
12 "	4.71	12 "	3.92½
14 "	5.95½	14 "	4.96½
16 "	6.37	16 "	5.31
20 "	7.15½	20 "	5.96½
25 "	7.89½	25 "	6.58
30 "	8.45	30 "	7.04
35 "	9.79	35 "	8.15½

Manilla—	
All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good quality, 200 rolls	

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1.54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom— Majestic Extra Heavy	Plain per 100
12½ lbs., 1/16 bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

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No. 2, Manilla light weight—	Per lb.
12 in. rolls	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛

Silk Fibre, No. 1—	
9 in. rolls	.05¾
12 "	.05¾
15 "	.05¾
18 "	.05¾
20 "	.05¾
24 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.10
" " small, 6 doz	3.10
" " family size	3.75
Silver Cow, small, 6 doz	3.10
St. Charles, small, 6 doz	3.10
" tall	4.10
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz	3.10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Pails
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

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Wein Senf, bbls.	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls.	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sifting top, 2 doz.	"	.46
" with horseradish, 2 doz.	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf,	less	
Sap Sago, 3 to lb	cask, per lb.	
" " less than cask,	"	
Roquefort	12 in case,	
" less than case,	"	
Parmesan, about 30 lbs	loaf,	
" less than loaf,	"	
Edam, 12 in case	case	
"	single	
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium,	"	
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	
" No. 1	less than loaf	
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.19
" No. 1	less than ½ box	.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4 50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight,	per lb.	
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	1.05
" 5-gal. kegs	2.25
Russian Sardines	
" 5-lb. pails	.75
" 10-lb. pails	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.35
Milkers, Y. M	"	1.50
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		12.75
Milkers, " bbls		
" " ½ bbls		

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Marinirte Herring, imported, about 40 in pail		2.7
Roll Herring, imported, about 25 in pail		
Spiced Herring, imported, about 40 in pail		
Norway Stockfish, dry	per lb.	.2
Matjes Herring	piece	

Bismarck Herring.

Round tins, with key, pint	per doz.	2.6
" " quart	per tin	.4
" " 2 quarts		.7
" " 4 quarts		1.2
Roll Mops, 4-quart tin		1.3
" 2-quart tin		.7
" quart tin		
Kruger's Roll and Brat Haring, oval tins, doz.		

Russian Sardines.

Imported, Wallkoff brand	per keg	
" 5-lb. pails	per pail	
" 10-lb. pails	"	
Cut Spiced, 10-lb. pails	"	
" 5-gal. keg	per keg	
Russian, in glass jars	per doz.	

Norway Anchovies.

Fancy, keg		
" ½ keg		
" ¼ keg		
" ⅛ keg	per doz.	3.0
Original package	per ½ bbl.	
Repacked, 5-lb. pails	per pail	
" 10-lb. pails	"	
" 5-gal. kegs	per keg	
" ½-lb. flat tins	per doz.	
" ½-lb tall tins	"	
" 1-lb. tall tins	"	2.1

Salt Sardellen.

Original packages, 1902	per anker	
Repacked, kegs, about 8 lbs	per keg	3.2
" pint jars	per doz.	5.2
" large tumblers	"	
" small tumblers	"	2.0

Russian Caviar.

1-lb. tins	per doz.	
½-lb. tins	"	
¼-lb. tins	"	
⅛-lb. tins	"	

German Dill Pickles—Regular Si

60-gal. casks, about 2000	per cask	
50-gal. bbls., about 1200	per bbl.	13.5
15-gal. kegs, about 500	per 100	
10-gal. kegs, about 300	"	
5-gal. kegs, about 150	"	
10-lb. pails, about 50	per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask		

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	
48-gal. bbls	per bbl.	
10-gal. kegs	per keg.	
5-gal. kegs	"	
10-lb. pails	per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	
Spitzkugein	"	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle	
Basler Lebkuchen, No. 1, 6 in pkg.,	"	
" No. 2, 6 in pkg.,	"	
" No. 3, 6 in pkg.,	"	
Amandines, 9-lb. tins	per tin	
" small tins	"	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg		2.5
" " 10-gal. keg		4.5

Sundries.

German Egg Potatoes, bags 110 lbs.	per bag	
Green Kern	per lb.	
Potato Flour	"	
German Dried Pears	"	
Dried Mushrooms	"	
Juniper Berries	"	
St. John's Bread	"	
Bay Leaves	"	

COTTOLENE.

Cases, small, medium or large cans	7.
Tierces, about 350 lbs.	
½ bbls., about 180 lbs.	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs		
" " choice, new, 35 lbs.		
Picnics, full cream, fancy, new, 20 lbs.		
Swiss, domestic, about 30-lb. blocks		
" " about 70-lb. loaves		
McLaren's, medium, 2 doz	per doz.	1.
" Club, 2 doz.	"	1.
Red Edam	each	1.
Philo Cream, 1 doz. 10c. size	per doz.	
Elkhorn Pimento, 1 doz	"	1.

EGGS.

	Per
Nearby, candled and selected, 30 doz.	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

nond Staple Paste, 5-lb. cans	per lb.	.33
chovies, in oil, 6 ring bottle	per doz.	6.50
" " 3 ring bottle	"	3.25
pers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
nton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
erries in Maraschino, glass, 1 doz.	"	7.00
m Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
rie Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
nch Peas, extra fine	per case	21.00
Cann's Irish Oatmeal—		
-lb. cans	per doz.	3.35
-lb. cans	per tin	.70
4-lb. cans	"	1.65
ntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
d Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
t, stone jars, 4 doz		1.75
eodore Marquett Mushrooms—		Per case
irst choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
ffles—		Per tin
		.20
		.35
		.60
		1.25
imps, pickled, small size		.90
" Dunbar's, 2 doz	per doz.	2.75
s in Cordial, Bishop's, 1 doz	"	6.50
rstalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
ne Juice, Rose's	"	5.00
tor Rose Water	"	2.25
" Peach Water	"	2.25
ted Olives	"	5.25
e Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

OUILLON CUBES AND LIQUIDS.

ero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
neko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
4-oz. bottles, 1 doz		3.75
neko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
big's Oxo Cubes—		Per doz.
2 4s, 10c. size		.85
2 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
mour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
mour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
mour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

mour's Solid Extract of Beef—		Per doz.
Jars, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
mour's Fluid Beef Extract—		
Bottles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
resota	9.00
ng Midas	9.25
old Medal	9.10
illbourne	9.05
n Top	9.30
llsbury's Best	9.00
mper Idem	7.85
ide of the West	8.20
nbeam	8.10
aker	8.80
ue Seal	8.10
nny White	9.05
ocker's Best	8.80
luth Imperial	8.75

Prepared Flours.

	Per case
iscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz	1.44
2 doz. 28-oz	2.40
Either straight or assorted cases	

Self-Raising Flour.

ecker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
ncle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
esto, 18 pkgs	1.65
unt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30
co Buckwheat Mixture, 30 10c. cartons	2.25
co Pancake Mixture, 30 10c. cartons	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags per lb.	.06¾
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel	5.80
Red Kidney, 60 lbs. to bushel	6.05
Peas—	
Green, domestic, bags about 2½ bushel	3.45
Yellow, split, domestic, 1 bushel bags	3.50
Lentils—	Per lb.
000000, 2 10-lb. bags	.12½
Less quantity	.13

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.32½
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.35
" " table, 100 lbs	2.32½
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s per case	1.80
Pearl, 100-lb. bags per bag	2.37½
Grits, 100-lb. bags "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	3.85
No. 3, 100-lb. bags	3.85
Oatmeal—	
B, bbls per bbl.	6.21
B, 100 lbs per keg	3.23
Rolled Oats—	
Avena, 180 lbs per bbl.	5.90
" 90 lbs per keg	3.07½
" 90 lbs per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs per case	2.60
Instantaneous, 50 1s "	4.00
Colburn's Hasty, 36 pkgs per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¾
Minute, 15c. size, 10 oz., 36 pkgs per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	.95
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s	2.80
Old Fashion Scotch Brand Oatmeal, 24s	2.80
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, No. 2, white, round, 24s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.13
Quaker F. S. Farina, 24s	1.65
Saxon Wheat Food, 24s	2.90
Mother's Wheat Hearts, 18s	2.10
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	.....
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—		
Pettijohn's Bran Flour, 12s		4.00
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.95
Quaker Whole Wheat Flour, 10s		2.60
Schumacker XXX Graham, 10 10s-20 5s		4.05
Scotch Brand Pearl Barley, 24s		1.85
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebacb		.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.25
Per gross, with 1 doz. free		15.00
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		1.00
5 gross lots, with 3 doz. free		60.00
		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Jellycon, assorted flavors, 2 doz		.85
Mother's, small, 1 doz		.48
" large, 1 doz		.88
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.80
Minute Gelatine, 15c. size, 36 pkgs	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90



Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " 11 oz., 2 doz	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex Shore, No. 3	290-340	26.00	13.60	7.00	1.55
Ex Shore, No. 4	390-440	25.00	13.10	6.75	1.50
Fat Irish, No. 2	300-350	25.00	13.10	6.75	1.50
Fat Irish, No. 3	350-400	24.00	12 60	6.50	1.45
Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Irish, No. 5	460-500	19.00	10.10	5.25	1.20
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	9.00	5.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.10
" medium	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring per box	.13
Boneless Herring, 10-lb. boxes per lb.	.13
Smoked Salmon, whole fish "	.33
Smoked Bloaters, 50s per box	.....

FRESH FISH.

	Per lb.
Halibut	-.17
Bass Native	-.09
Salmon, fresh	-.17
Eastern Cod	-.14
Croakers	-.07
Large Hake	- 07
Haddock	-.07
White Cat Fish	-.15
Red Cat Fish	-.12
Spanish Mackerel	-.....
Snappers	-.14
Eels	-.12
Rock Fish	-.....
Lobsters	-.40
Flounders	-.09
Large White Perch	.....
Sea Bass	-.08
Blue Fish	.18 -.20
Porgies	-.08
Fresh Mackerel	-.18
King Fish	-.10
Weak Fish	.06 -.12
Butter Fish	-.06
Tile	-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway....bbls.		5.50
" ....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs..	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs.	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	.16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¼
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs.	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
	Per lb.
Dunham's—	
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32	..per bottle	.70
Continental, red, 1 doz		.40
" black, 3 doz	...per doz.	.35
Royal, black, 3 doz.		.30
Stafford, Commercial, 32		.80
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	...per doz.	6.30
Square, Oriental Red, 1 oz., 1 doz., per gross		3.38
" Green, Blue or Violet, 1 oz., per gross		3.38
" Magic Black, 1¼ oz., 1 doz., per gross		3.38
" Electro Chemical, 1¼ oz., 1 doz., per gross		3.38
Letterine, show card ink, 2 oz., all colors, per doz.		.68

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 3.00
Cold Blast			5 doz. 3.75
			No. 1. No. 2.
Jumbo Chimneys, plain ....per doz.			.75 .85
" dec., ... "			.90 1.00
			No. 0. No. 1. No. 2.
Banner Burners			.60 .65 .80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard:	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons ....3 doz. to case	2.85
" " ....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾

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Armour's—		
Veribest, Concentrated—		Per doz.
1½-lb. pails, 2 doz		2.40
3-lb. pails, 1 doz		4.25
Veribest, Moist—		Per case
Quart jars, 1 doz		5.50
" ½ doz		3.00
		Per lb.
Canakins, 10 lbs		.13½
" 20 lbs		.13
" 40 lbs		.12½
Homemade Style, Moist—		
Kits, 10 lbs		.11¼
" 25 lbs		.10¾
" 50 lbs		.10½
Brick's Nonpareil Brand—		
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs		.....
Tubs, 70, 35 and 18 lbs..		.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.		
Brick's Old Homestead—		
Barrels, 28-lb. pails, etc		.....
35 and 18-lb. tubs		.....

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, slfting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, slfting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 12 to case	3.90
Half-gallon, 12 to case	6.85
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
	Per case
Wesson Oil—	
Small, 24 to case	4.80
Medium, 12 to case	4.80
Large, 6 to case	4.80
5 Gallons, 2 to case	.....
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08½
Fancy, hand picked	.06
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.40
Big Nickel....100 cartons	4.00

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.75
10-gal. keg, 2200s	13.50
5-gal. pail, 1100s	6.75
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.75
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	.....
" 40 grain	.....
Crulkshank, distilled, white....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.21½
" " 10–12 lbs	.21½
" " 14–16 lbs	.21
" Skinned Hams	.23½
" Cooked Hams	.35
" Bacon	.26½
" Dried Beef, insides	.35
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.20½
" Skinned Hams, 18–20 lbs	.22
" Picnic Shoulders	.15½
Hams, skinback, 18–20 lbs	.22½
" 14–16 lbs	.21
" 8–12 lbs	.21½
Picnics, 6–8 lbs	.15½
Dried Beef, sets, city smoked	.34
" tenders and knucks	.34
" air dried, sets	.34
" " tenders and knucks	.34
Brisket Pork	28.00
Jersey Pork, butt....per bbl.	28.00
" family "	29.50
Breakfast Bacon, rib in	.21
" boneless	.22½
S. P. Bellies, 14 lbs. average	.17½
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.35
Beef Tongues, smoked, 5–6 lbs....per lb.	.24
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per case
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per case
Armour's Simon Pure Leaf Lard—	
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.16½
Jewel, compound	.12½
Cotosuet	.12½

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ure Lard—	
, 50 lbs. net weight....per lb.	.17
3, net.... "	.16¾
10 tins....6 in crate	10.80
5 tins....12 in crate	10.87
3 tins....20 in crate	10.95
ound—	Per lb.
ces and tubs, about 340 lbs	.12⅛
. tubs	.12¼
. tin pails, 60 lbs	.13
. " 60 lbs	.13⅛
. " 60 lbs	13¼

DRESSED MEATS.

Dressed Stock—	Per lb.
rs	.11½-.16
fers	.11 -.15
rs	.08 -.13
l Calves	.14 -.16
ra Calves	-.18
therns and Barnyards	.11 -.13
ntry Dressed	.14 -.15
ras	-.17
ep	.14 -.15
ra Wethers	-.16
nbs	.17 -.18
ra Lambs	-.20
gs	.12½-.15¾

BUTCHERS' SUNDRIES.

Steer Tongues....each	-.80
Tongues	-.60
Heads, scalded	.50 -.75
Sbreads, veal....per pair	.75 -.80
" beef ....per lb.	.25 -.30
Livers.... "	.25 -.30
Kidneys....per doz.	1.25
Livers	.10
ls....per doz.	1.20
s, beef....per lb.	.05
, beef	16.00
erloin, beef, western	.22
Pork, loins, city	.20
" " western	.19

DRESSED POULTRY.

eys—	Per lb.
ozen, Young hens and toms	.34 -.36
" Old toms	.30 -.32
" Common to good	.20 -.25
sh killed	.30 -.32
ers—	
iladelphia, fresh killed, 2 to 4 lbs. per pair	.32 -.34
ar-by, fresh killed, 2 to 4 lbs. per pair	.32 -.34
ozen, 3 to 4 lbs. per pair	.32 -.34
ting Chicks—	
ozen, 4 to 5 lbs. each	.27 -.30
" 3 to 3½ lbs. each	.27 -.29
s—	
sh killed, 4 to 5 lbs. each	-.24
" 3 to 3½ lbs. each	-.23
ocks	-.16
Island Ducks, fresh killed	.22 -.23
bs—	Per doz.
me, fancy, large	5.75 -6.50
xed	3.00 -4.00
all and dark	2.00 -3.00

LIVE POULTRY.

ng Chicks—	Per lb.
½ to 2 lbs. each	.23 -.24
rge	.23 -.25
ls	.22 -.23
cocks	-.15
ks—	
oung	.17 -.18
ld	.14 -.15
keys	.24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

es—	Per doz.
itter's, pure, assorted and grape	.95
" " currant	1.35
himmel's, 8-oz. tumblers	.90
ational, 16 oz., 2 doz	.95
" No. 3 F. T. tin, 2 lb. 6 oz. net	2.15
serves—	Per lb.
itter's, pure, 11½-oz. bottles	1.85
himmel's pure, 12-oz. jars, 2 doz...per doz.	1.75
ational, 30-lb. pails	.10¼
outhwark, 30-lb. pails	.07½
s—	
himmel's, pure, 10-oz. jars, 2 doz	1.45
outhwark, assorted, jars, 2 doz	.95
nge Marmalade—	
artley's imported, 4 doz	2.10
himmel's, pure, 2 doz	1.60
it Butters—	Per doz.
pple, Southwark, 30 lbs....per lb.	.04½
" Ritter's, 11-oz. octagon	.95
" Schimmel's, 30-lb. pails....per lb.	.07½
" " 3-lb. slip cover tins. 1 doz....per doz.	3.25
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.50
" Mother Cook's, No. 14, 2 doz....doz.	.85
each, 30-lb. pails....per lb.	

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum....per lb.	.15
Butter Color, W. & R....per doz.	2.00
Bluestone, bulk....per lb.	.16
Copperas.... "	.04
Camphor, gum, 1-oz. blocks.... "	.75
" flakes, 250-lb. bbls.... "	.14
" " less quantity.... "	.15
" Tar Balls, 250-lb. bbls.... "	.14
" " less quantity.... "	.15
Castoria, Fletcher's....per doz.	2.80
" Pitcher's.... "	.80
Carbonate of Ammonia....per lb.	.15
Epsom Salts, bbls.... "	.03
Glauber Salts.... "	.02½
Glue, ordinary.... "	11
" white.... "	.20
Gum Arabic.... "	.50
Haarlem Oil....per doz.	.40
Husband's Magnesia.... "	2.90
Jamaica Ginger, Hires', flasks.... "	.90
Licorice, P. & S., 5c. stick, imported. "	.36
" M. & R., 5-lb. boxes....per lb.	.23
" " lozenges, 5-lb. boxes "	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24
" root.... "	.12
Putty, 25-lb. cans....per 100 lbs.	1.57½
" 50-lb. cans.... "	1.47½
Petroleum Jelly, screw top, 5c. size...per doz.	.35
" " 10c. size... "	.75
Paris Green, 100-lb. kegs....per lb.	.34½
" ¼-lb. pkgs., 50 lbs.... "	.39
" ½-lb. pkgs., 50 lbs.... "	.38
" 1-lb. pkgs., 50 lbs.... "	.37
Rosin.... "	.04½
Roach Powder, BB, 4-oz. cans....	2.00
" " 10c. size....per doz.	.80
Roachsault, 10c. size.... "	.80
Saltpetre, crystal, about 350-lb. bbls....per lb.	.30
" granulated, about 100-lb. kegs "	.30¾
Sulphur, flour, 175-lb. bbls....per 100 lbs.	2.60
" 100-lb. bags....per lb.	.02¼
" less quantity.... "	.03
Venetian Red.... "	.02
Whiting.... "	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz.	4.25
" " 18 oz..... "	8.50
Bath Brick, 25 in box....per box	.60
Sealing Wax.... "	.03
Silver Sand....per bbl.	1.20
Tar, pts....per doz.	.....
" qts.... "	.....
" gals....each	.....
" ½ bbls.... "	.....
" bbls.... "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums....per case	4.50
U. S. Nerve and Bone Liniment, 25c. size...	2.25
McCord's Magic Medicine, 25c. size....	2.00
" " 50c. size....	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons....each	5.00
" gallons....each	9.50
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases....per gross	10.80
Nos. 2 and 4, assorted cases.... "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals....per gal.	.....
" ½ bbls., 28 gals....per ½ bbl.	.....
" kegs, 14 gals....per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs....per 100	1.35
Kegs, 150 lbs....per 100	1.45
Granulated, 60-lb. boxes....per box	1.10
" Monogram Brand, 24 2½-lb. pkgs....per case	1.10

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03⅛

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.20
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ½ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun....per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box	2.75
Kleenatub....¼ gross	2.50
Electro Silicon, 1 doz....per doz.	.80
Putz Liquid, large, 3 doz.... "	1.50
" small.... "	.75
Putz Paste, large.... "	.65
Old Dutch Cleanser, 4 doz....per case	3.40
" " 5-case lots.... "	3.30
Babbitt's Cleanser, 5c. size....100 cans	3.85
" 5c. size....50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz....per doz.	.45
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60
Sunbrite Cleanser, Swift, 50s	1.95
Red Seal Cleanser, 4 doz	1.80
Bon Ami Powder, 3 doz.	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s....per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.40
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	4.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 45
" Penna., Miller	60	50	1.95
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.85
Wool Soap Flakes, boraxated, 50 10c. size			3.85
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " " 109 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Koline, Kirk's, 24 4s	3.80

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Snow Boy, Lautz, 60 5c. size		2.40
" " 48 10c. size		3.75
" " 100 5c. size		3.75
" " 24 family size		3.20
" " 20 laundry size, 6 teaspoons in each pkg		4.00
Snow Maid Scourer, 60 cans		2.40
Grandma, 100s		3.65
Polly Prim, Scouring, Fairbank's, 60 10c		4.20
Star Naptha, 100 5s		3.75
Miller's Powerine, 100		3.60
Switt & Co.—		
Pride Washing Powder, 24s, large size		3.85
" " 100s, 5c. size		3.85
Fairbank's Scouring, 100 5c		3.00
Novelty Borax, 40 1-lb. pkgs		2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs		1.90
" " 100 16-oz. pkgs		3.75
" " 24 4-lb. pkgs		3.75
Tomson's Red Seal Soap Powder, 50 pkgs		2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes		4.40
Fels' Soap Powder, 60 pkgs.—		Per box
Less than 5 boxes		2.30
5 boxes or more		2.25
10 "		2.20
25 "		2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices— Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04½
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¼
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.92
" " 48 5c. pkgs "	1.84
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03¾
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅞
" 48 1-lb. pkgs	.06¼
" 16 3-lb. cartons	.06¼
" 6-lb. boxes	.07¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5 00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs.	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	3.20

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	1.96
No. 2½, 2 doz	2.58
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.95

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WARE

Brooms.

No.	Pe
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

	Pe
Single Zinc—	
No. 100, Northern Queen, Protector	
No 101, Tidal Wave	
No 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Pe
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

	Pe
O-Cedar—	
Polish Mop, large size	15
" smaller size	9
Triangle Mop, large size	15
" small size	9
Dusting Mop, black, large size	15
" " small size	9

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Pe
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

	Pe
Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

	Pe
With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	Pe
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	Pe
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

	Pe
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per g
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.
Sensation, ⅙ gross	6.
Wild Rose, ⅓ gross	6.
Omega	6.
Union Leader	6.
Red Man, ¼ gross	6.

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.5
Yeast Foam, 1½ doz "	.5

Com. Mf. IT

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, October 2, 1916. No. 14

OCT 4 1916

No man can make himself taller by thinking himself taller, but he can make his business good by thinking it will be good.

The First Installment of a New Department on Cutting and Selling Fresh Meat to Best Advantage. Read This Even if You Are an Expert.

Some Sound Suggestions for Retail Grocery Clerks, by a Wholesale Grocer. Let Your Clerks Read Them.

More Business Reports From Pennsylvania, New Jersey and Delaware Show That the Retail Business Looks Good Almost Everywhere.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @	$3.05	—5 boxes FREE, Net	$2.54
10 boxes @	3.05	—2 boxes FREE, Net	2.54
5 boxes @	3.10	—1 box FREE, Net	2.58
2½ boxes @	3.20	—½ box FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916.

LAUTZ BROS. & CO.

Heinz Vinegars

now bottled and sealed in the Heinz Establishment

Everywhere in the United States Heinz street car and magazine advertising is telling the consumer that he can now buy the celebrated Heinz Vinegars in original sealed packages.

Heinz Bottled Vinegars mean much to you, too, Mr. Grocer. They mean convenience, a broad guarantee of vinegar of aroma and flavor, relief from the losses always connected with bulk measurement and compliance with pure food laws.

The bottles make a fine window display and our travelers will be glad to supply posters, window cards, envelope inserts, etc., to link your store with our advertising.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK



And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Makes No Difference

where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

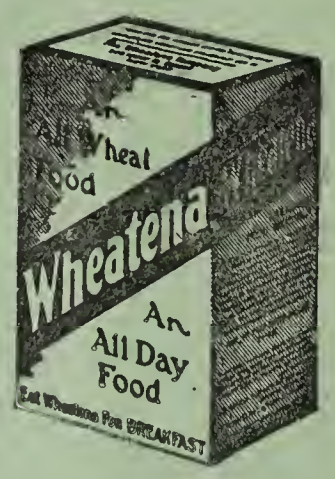
TRY SOME AND YOU WILL ALWAYS USE THEM

SAMPLES FREE. NO OBLIGATION

Forbes Indexed Coupon Books

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

This Boycott Would Be Perfectly Legal

If all retailers would say to all manufacturers, "We will sign no specialty orders that do not bear a stamp," (one of the two shown above) it would not be long before all manufacturers would put the stamp on.

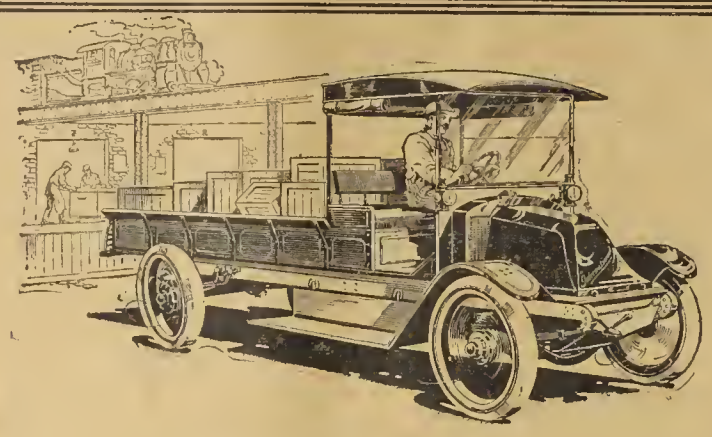
It would pay retailers to go that far. They have no protection when they sign an unstamped order—they have every possible protection when they sign a stamped order. We say again that it would pay them to boycott the unstamped order absolutely.

As a matter of fact, a manufacturer needs no reason for adopting the stamp outside of his own selfish interest. Jobbers pay more attention to a stamped specialty order in a minute than they pay to an unstamped order in a week.

The specialty stamp is a fine thing for everybody—except for crooked salesmen.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.



Reach Out for More Business

WITH AN

International Motor Truck

You simply can't realize the value of an International Motor Truck as a business builder until you use one, or—until your competitor gets one. You will notice, though, that no man who once uses an International Motor Truck ever goes back to horses.

Why is that? There are many reasons. The truck costs less money than the horse outfits whose work it does. The upkeep is less. It takes less work and less time than horses to keep in condition. It's a money saver, a time saver, and a steady worker, but—more than all these put together—the International Motor Truck is a business builder.

THREE MODELS—THREE LOW PRICES

E —1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F —2000 pounds capacity, internal gear drive (chassis) $1500

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory.

Is it any wonder that over 13,000 successful business men use and boost for the International Motor Truck? It makes money for them. A line to the address below will bring you figures showing what you may expect an International to do for you.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**

Have you ever tried the experiment of looking into the women's magazines to see what new thing was advertised this month, and then putting in just a few and meeting the demand half way?

Nothing will more quickly bring you good profitable business, for everything pays a good profit before the cutter gets at it, and the cutter never gets at it until it has been out for a while.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant AND Grocery World

Published every Monday.

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Entered at the Philadelphia Post Office as Second-class Matter.

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ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

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Great Britain and Continent of Europe and Asia	4.50
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Tell Your Clerks to Read These

Points for Retail Clerks by a Wholesale Grocer. A Clerk's Manner in Serving Customers.

The Haserot Co., wholesale grocers of Cleveland, Ohio, has issued a long list of suggestions to grocery clerks which are worthy of being reproduced here. No retail store, in efficiency, in popularity and in prosperity, rises higher than the calibre of its clerks. We suggest that every reader hereof tell his clerks to read every word of the following:—

You are the coming business men of our country. To be successful as a business man, however, you must first be successful as a clerk. The most successful business man is the man who can best serve the wants of the people.

In every branch of business you are dealing with people. A business man is no more or less than a servant of the people. There is no business that puts you in contact with people like the grocery business.

If I had a hundred boys to educate for business men, no matter what particular line I wanted them to follow, I would start them in the grocery business.

To be successful business men you must know all about every branch of the business you are engaged in, and to glean that knowledge you must necessarily start at the bottom and work your way to the top.

The president of any corporation must be thoroughly conversant with every element of his business in order to be successful and gain the respect of his employees.

My advice to every young man is: Start at the bottom and work your way to the top. Learn the business you are engaged in thoroughly. Don't change your position for the sake of a dollar or two a week. The boy that is willing to quit one job and take another for the sake of a dollar or two a week will never get anywhere.

In most instances every time you take a new job you are starting all over again. This is a handicap. Stick to one job and prosper. Be loyal to your employer and be loyal to your fellow clerk, and advancement will follow. It is loyalty and team work that wins.

Successful merchandising is the art of getting the public to prefer spending its money with you. To effect this condition you must give the public the desired cause, and that cause is "quality" and "service."

Aside from quality and service, the strongest feature I know of to gain patronage is courtesy. To be courteous you must possess an amiable disposition.

Be obliging always. Show your customers that you are willing to put yourself out to favor them. Don't approach a customer with the idea of getting rid of her quick.

If you are busy getting out orders for a certain delivery when a customer calls, or if she calls about the time you are going to lunch, don't approach her as if she were a hindrance.

Unless you show her the same attention and offer her the same courteous consideration she demands and is entitled to, it would be better if you would let someone else wait on her.

Your employer's profit is governed by the maner in which you serve your people. In every transaction you make, consider your employer's and your customer's interests mutual. See that both profit.

Treat the business as if it were your own. Look upon each item in the store as money, and consider it your own money.

Curtail waste. When you see the bananas turning black, or the strawberries decaying, make an extra effort to dispose of them. Go to the boss and say to him, "Don't you think we better make a special price on these bananas and a special price on these strawberries to get something out of them before they prove a total loss to us?" Call up a restaurant or a hotel and see if you cannot sell them these goods for immediate use.

I have frequently noticed while standing in stores that the clerk while waiting on a customer is called to the telephone. He leaves the customer without even excusing himself. He goes to the telephone with his mind set on getting back to the customer in the store. This is a disadvantage in two ways:—

First.—It is doing the customer in the store an injustice by keeping her waiting.

Second.—He does not give the proper attention to the customer on the telephone. If the lady on the phone says "Send me 50 cents' worth of sugar and a quart of beans," he is glad because she doesn't want more goods. That's dead wrong. By giving preference to telephone calls you encourage your people to stay away from the store. You show the customers in your store that they can get better service over the telephone than by coming to the store.

This is a disadvantage to your business, because you know as well as I do that you can sell your customers more goods if they come to the store, because they see the things you have and are attracted by your displays. Therefore, you should encourage them to visit your store all you possibly can.

When talking to a customer over the phone, say to her, "Mrs. Smith, we have some very nice prunes. I would like to have you see them. Won't you drop in when you are down this way?"

While it is an advantage to get your customers to come to your store, there are, of course, some who prefer ordering by phone, and you want that business and you can make it valuable.

In taking orders over the telephone you should not simply go to the phone with the idea of getting an order. You should have at your tongue's end something special to suggest.

When a customer phones in an order for 50 cents' worth of sugar and a quart of beans, say to her, "Mrs. Smith, we have some very nice strawberries." If she orders a quart of strawberries, then say to her, "Have you ever tried our —— brand of canned peas? They're delicious." (In suggesting these various articles name one at a time.)

In view of the efforts mail order houses and soap clubs are making on coffee and tea, you should especially feature these items. You should be conversant with the customers who are not buying coffee and tea of you. Consult each customer's account and see what items she is not buying of you.

If Mrs. Jones is trading at your store, but isn't buying her coffee and tea, make an extra effort to sell her coffee and tea when taking her order. Say to her, "Mrs. Jones, we are having lots of compliments on our —— coffee. I would like to send you a pound. I know you would like it." If you suggest it the right way, the chances are to one she will let you include pound of your coffee.

It is especially important to sh added courtesy and consideration new customers. Whenever you a strange face in the store, make extra effort to wait on her promp and please her.

If she receives better treatm at your store than at the st where she is accustomed to tradi you will get her business and th make your services more valua to your employer.

Last, but not least: Pract economy. Save. No matter wh amount of salary you draw, sa a little of it.

How the Mail Order Business Evolv

More Than Other Businesses It Takes on New Shapes Undergoes Radical Changes. A Fish Company T Started to Sell Fish by Mail, But Now Sells Can Vegetables and All Sorts of Things Not at All Al With Fish. Prices Nothing to Fear.

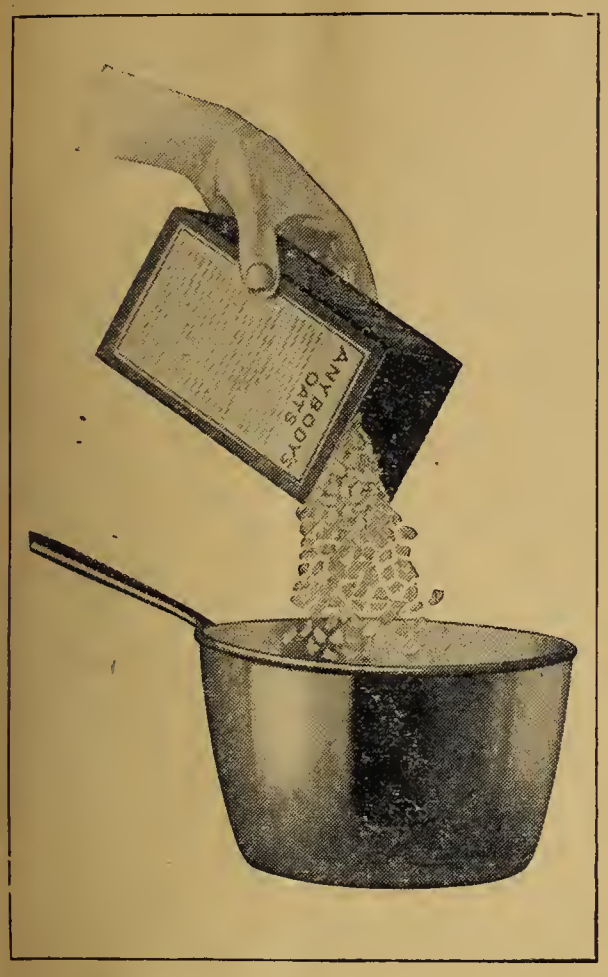
It has been the experience of every mail-order concern that has ever gone into business, that as time goes on they get into the thing deeper, add lines that they had no intention of handling in the beginning, and completely change the character of their business. The Larkin concern is a good example of this. In the beginning, as everybody knows, the Larkin Co. sold only soap and kindred things. Today they sell a full line of groceries and are widening their line as rapidly as possible. The history of all other mail-order businesses is the same. More than any other business, the mail-order business seems to be peculiarly susceptible to enlargement and evolution.

The Consumers Fish Co., a mail-order house selling direct to consumers from Gloucester, Mass., has sent us a copy of its catalogue, and we notice that it also is a case in point. The Consumers Fish Co. began its business selling fish alone, its talking point being that it was located in the heart of the fish district and could therefore sell the consumer better stuff than he could get from his local dealer. The catalogue reveals the fact that this concern, like all the others, has been tempted out into the general mail-order field. Notwithstanding its name, Consumers *Fish* Co., it now sells string beans, canned corn, peas, lima beans, asparagus tips, pilot bread, blueberries, hulled corn, preserved figs, baked beans, brown bread, imported canned vegeta olive oil and other things not in least connected with the orig idea.

In the case of the Consum Fish Co., certainly the average tailer has no reason to fear its c petition, judging by the pr quoted in the catalogue. Some these are as follows:—

Extra Bloater mackerel, 10-lb. pail	$3
No. 2 mackerel, 10-lb. pail	3
Boneless codfish, 5-lb. box	1
Lobsters, No. 1 cans, doz.	8
Kippered herring, No. 1 cans, doz.	2
Columbia River salmon, No. 1 flats, doz.	3
Finnan haddie, 1 doz. cans	3
Refugee string beans, doz.	2
Yellow wax beans, doz.	1
Maine corn, doz.	2
Extra sifted peas, doz.	3
Green lima beans, doz.	2
Asparagus tips, doz.	2
Preserved figs, No. 1 cans, doz.	3
Norway smoked sardines, quarters, doz.	2
French sardines, halves, doz.	7
American sardines, doz.	1
Norway soused fresh mackerel, doz.	3
Clam chowder, doz.	3
Clam bouillon, No. 2 cans, doz.	2
Baked beans, small cans, doz.	1
Imported Brussels sprouts, doz.	2
Italian olive oil, qt.	1

There is not one of these pri which is low in any sense of t word. On the contrary, they are extremely high. Some of them, t American sardine price for stance, are enormous. Any gro can sell all around them, yet t Consumers Fish Co. is supposed be a rather large business. It evidently taking trade from *so* grocers.



Either for ½ Cent Per Dish



Luscious Quaker Oats Flakes or Others

Nearly everywhere folks find this choice presented.

There are Quaker Oats, made of queen grains only—fragrant and flavory, immensely inviting. And there are oat foods less tempting.

Either costs ten cents per package, which is only one-half cent per dish. One is a welcome dish. Children enjoy it.

It becomes the favorite breakfast, as it should be wherever folks prize vim.

The other is considered duty food.

We urge that this dish, above all others, should be made delightful. It is the premier grain food, rich in rare elements. Housewives who serve it should insist on the finest oat flakes made.

Quaker Oats

The World-Wide Vim-Food

The facts are these:

Quaker Oats is the favorite brand wherever oat lovers live. It is so all the world around.

It won that place on flavor. Nowhere do people find another oat food so enticing.

The reason is this:

Quaker Oats is made of just the big, plump grains. We get but ten pounds from a bushel.

No puny grains, starved and insipid, go into this premier brand.

Please remember that. Whenever you ask for Quaker Oats you get this extra grade.

And you always will.

10c and 25c per package
Except in Far West and South

(1429)

Cutting and Selling Fresh Meat to Best Advantage

In this department from time to time will appear practical information, prepared by an expert meat cutter, as to how to cut various meat sections to the best advantage.

No particular effort will be made to quote absolutely correct prices in the various examples given, as prices vary from place to place and from day to day. The object is to elucidate principles. If they are made clear, the reader can apply them to any prices.

Cutting and Selling Beef.

To sell beef at retail I have divided as follows: Rounds, Loins, Rump, Flank and Cod, Suet and Kidney, Shanks, Ribs, Plates, Chuck, Neck, Trimmings and Waste.

To cut beef for wholesale I give you the per cent. of each hundred pounds each cut will be:—

19 per cent., Loin.
24 per cent., Round Rump on.
4 per cent., Flank Kidney and Suet.
11 per cent., Prime Rib.
10 per cent., Plate.
24 per cent., Square Chuck.
4 per cent., Shank.
3 per cent., Neck.
1 per cent., Waste.

Side of beef must be divided one rib on hind quarter loin cut full; 7 Prime Ribs cut full 10 inches from chine bone; shank cut close to body joint. I have allowed only 1 per cent. waste, and beef sold by this table must be handled quick and weighed close.

EXTRA BEEF CUTS.

Extra Rounds.
Extra Loins.
Extra Chucks.
Extra Ribs.
Extra Plates.

To sell 500-pound carcass of beef:—

Cost 18 cents	$90.00
Plus 25 per cent.	22.50
	$112.50
66 pounds Round Steak at 30 cents	$19.80
78 pounds Loin Steak at 33 cents	25.74
30 pounds Rump Roast at 24 cents	7.20
14 pounds Back Round at 30 cents	4.20
20 pounds Flank and Cod 12 cents	2.40
10 pounds Suet at 9 cents	.90
20 pounds Shank at 6 cents	1.20
6 pounds Trimmings and Waste	....
58 pounds Ribs at 30 cents	17.40
56 pounds Plate at 15 cents	8.40
112 pounds Chuck at 21 cents	23.52
10 pounds Neck at 15 cents	1.50
16 pounds Shank at 6 cents	.96
4 pounds Trimmings and Waste	....
500 pounds bringing	$113.22

This gives us a total of 500 pounds, bringing $113.22, a gain of 72 cents over the profit of 25 per cent. we were to make.

One of the hardest problems we have to solve is to establish the differences in value of the hind and front quarters, therefore supply and demand must largely govern you in this. When you are forced to decline the price on one cut, you must advance on another to make up the difference. You will notice in fat cows that the hind quarters are often heavier than the fronts, but in these cases you have a large wasty bag and a big fat kidney that you must allow for.

To retail beef costs 21 cents:—

500 pounds at 21 cents, cost	$105.00
Plus 25 per cent.	26.25
	$131.25
66 pounds Round Steak at 36 cents	$23.76
78 pounds Loin Steak at 37½ cents	29.25
30 pounds Rump at 27 cents	8.10
14 pounds Back Round at 30 cents	4.20
20 pounds Flank and Cod at 15 cents	3.00
10 pounds Suet at 15 cents	1.50
20 pounds Shank at 6 cents	1.20
6 pounds Trimmings and Waste	....
58 pounds Ribs at 36 cents	20.88
56 pounds Plate at 18 cents	10.08
112 pounds Chuck at 24 cents	26.88
16 pounds Shank at 6 cents	.96
4 pounds Trimmings and Waste	....
500 pounds bringing	$129.81

Note: As beef increases in price, your better cuts advance very rapidly, as the rough or common cuts won't stand the proportionate raise.

To Prevent Soaked and Adulterated Oysters in Interstate Commerce.

With the opening of the oyster season the food and drug officials of the U. S. Department of Agriculture have given notice to those who ship oysters in interstate commerce that they will continue their active inspection to precent shipment of polluted oysters or shipment of shucked oysters that have l soaked to increase their bulk. notice applies also to dealers of oys in the District of Columbia and Territories, which are directly u Federal supervision. Those in ch of this work report that the oyster t in general have expressed a desir co-operate with the Department in curing a grade of oysters which are from adulteration of any kind. M have asked the Department to sug a method of washing oysters wit swelling them to an extent that co tutes adulteration under the regulati The Department believes that mode washing is probably necessary and sirable, but objects to any method excessive washing which increases volume of the oysters to an appreci extent, either by permitting the oys to remain in the liquid and absorb water by the so-called "plump method, or by the introduction of excess of free liquid in the container which the oysters are shipped.

Fall Business Prospects in Pennsylvani New Jersey and Delaware

The "Modern Merchant and Grocery World" Addresse Letter to a Representative Grocer or General Storekee in Every County of Pennsylvania, New Jersey and De ware, Asking the Condition of Business, Whether People are Employed and Have Money, Whether Ch Store Competition Affects Them, and Condition of C lections. Some More of the Answers Received.

In an effort to learn what the immediate future holds for retail grocers and general storekeepers during the coming fall and winter, the "Modern Merchant and Grocery World" has addressed a letter to a representative retailer in every county in Pennsylvania, New Jersey and Delaware. The letter asked the dealers addressed to answer the following questions:—

1. Is there plenty of money in your territory?
2. Are the people employed?
3. Are your collections good?
4. Are you suffering from chain store competition?
5. On the whole, do you expect your business to be as good, or better, or not as good, as last Fall's business?

Answers to these questions are beginning to come in and will be published as fast as received.

INDIANA COUNTY, PA.

Business at present is fairly good and I think it will be all winter. The mines are running full, farmers get good prices for anything they raise and work for every fellow that wants it.

GEO. WALKER & Co.,
Indiana, Pa.

MERCER COUNTY, PA.

1.—Yes.
2.—Yes.
3.—Slow.
4.—Yes.
5.—From present indications don think business will be as good a last year.

C. M. MOORE,
504 E. Market St., Mercer, Pa.

GREENE COUNTY, PA.

1.—Fairly plenty.
2.—Yes.
3.—Better than last year.
4.—No.
5.—Our sales and collections a about 50 per cent. better than at th time a year ago.

L. M. LAUGHLIN & SON,
West Waynesburg, Pa.

MONTGOMERY COUNTY, PA.

1.—Apparently.
2.—Yes.
3.—Yes.
4.—Yes, more or less.
5.—As good, if not better.

There is plenty of work for an one who wants to work and th working people are being paid fai wages. Living commodities ar high, but everybody appears to hav money for all necessities.

H. K. MILLER,
Norristown, Pa.

SOMERSET COUNTY, PA.

1.—Yes, for a hustler. Apple large crop; potatoes (rottening) half crop; butter, country, ver

ce and high; eggs, scarce and
; cabbage, poor crop and high.
—Yes.
—I don't book.
—No.
—Yes.

Wm. Bower,
Somerset, Pa.

—

SCHUYLKILL COUNTY, PA.

—Yes.
—Yes.
—Yes.
—Yes.
—As good.

Rishel & Bro.,
Pottsville, Pa.

—

FOREST COUNTY, PA.

—Yes.
—Yes, every man that wants to
k is busy.
—Fair.
—No, but we are from catalogue
ses.
—Fully as good or better.

R. M. Herman,
Tionesta, Pa.

—

MORRIS COUNTY, N. J.

Replying to your request of Sep-
ber 14th, I would say that the
iness prospects around this part
the county are just fair, owing
tly to the war.

James F. Belby,
Morristown, N. J.

—

ADAMS COUNTY, PA.

Conditions of business were never
ter than they are at the present.
ng located in a farming and
it growing section, which is
own as the famous Pennsylvania
it belt, with a record breaking
ch crop, which was marketed at
andsome price, apple and wheat
ps fairly good, prices excellent,
ney can't help but be plenty this
. As much for the surrounding
ritory as for the town itself.
oor is in demand, and no one
is idle who wants to work.
r tourist trade, which the town
ecially depends on, is better this
r than ever, our collections are
rly good and as we don't have
chain store competition, I can't
any reason why business should
be better this fall than ever.

N. L. Minter,
Gettysburg, Pa.

—

JUNIATA COUNTY, PA.

Money is not scarce, as every-
dy that can work and wants
rk can get it, if not here, at Lew-
own, twelve miles west. Collec-
ns are very good at present. We
ve no chain stores here, but have
price store.
Take it all in all, business is better
n one year ago.

J. W. Kirk,
Mifflintown, Pa.

—

HUNTERDON COUNTY, N. J.

.—No.
2.—Fair.
3.—Yes.
4.—As good.

Chas. L. H. Apgar,
Flemington, N. J.

ELTON J. BUCKLEY
or "Modern Merchant and Grocery World"
orney and Counselor at Law
543-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609
Keystone, Race 746



MAKE A WINDOW DISPLAY

—OF—

Baker's Fresh Grated Coconut

Your window is your best help in selling goods, so you should dress it with goods it will *pay you to sell,* and that means BAKER'S FRESH GRATED COCONUT, which will pay you good profits and is better than any other prepared coconut for both you and your customers. It is better for your customers because it is fresh grated coconut in its own milk—sweet, tender, full of natural flavor, and ready for use without work or bother. It is better for you because there is no loss from spoilage. We guarantee it to be sweet and white when opened; it will not lose flavor, turn yellow or become rancid. This means every can you buy is a can you can sell.

We are now advertising BAKER'S FRESH GRATED COCONUT in the leading magazines and you will be sure to have a large demand. That is why we suggest the window display at this time to show your customers you have the goods. We'll help you with the display. Write us for window display, counter display cards, hangers and recipe books. Get your customers started on BAKER'S FRESH GRATED COCONUT as soon as possible because they'll like it so much they'll buy it oftener than either whole or dessicated coconut.

This means extra sales and profits for you.

The Franklin Baker Company

PHILADELPHIA

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA.

WHAT TO TELL CUSTOMERS

"This is the new way we're selling coconut, grated fresh and canned in its own milk ready for instant use."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

WITH THE EDITOR

Advancing a Nickel Where a Cent Would Do.

At the recent convention of the National Wholesale Grocers' Association, Mr. Richard Dickinson, president of the National Canners' Association, advanced an argument as to why retailers should advance prices by single pennies instead of by nickels. The subject has been discussed before, but the argument is still worth printing:—

> Another practice is the custom of making a retail price of 10, 15 or other multiple of 5 cents for each package. When a can of food has been retailing for some time, for instance, at 10 cents, and then on account of higher manufacturing costs this retail price must be raised, an increase to 15 cents will very materially curtail the consumption of that article, whereas, a price of 11 cents would affect it very slightly, if at all. It is true that penny change is very unpopular in certain localities, but it is equally true that the chain stores and mail order houses invariably make their price per package to the nearest cent, and in many cases their quotation by the dozen or by the case is figured likewise.
>
> It is contended by some that this custom of even money prices is too firmly fixed to be changed. It is claimed, and with some evidence, that the reason for this custom is the psychological attitude of the consumer who would rather pay the even money than go to the trouble of making change. This claim may be founded partly on truth, but the general growth of penny change in the larger and more successful retail stores would indicate that the consumer is ready to change the custom.
>
> In order, then, to prevent this increasing cost from causing a considerable reduction of the volume of business, we must choose one or more of the following courses: (1) A general change from the custom of "even money" retail prices; (2) a narrower margin for transportation and distribution, or (3) a reduction in the size of the can.

The sensible thing to do here is to educate the retailer into advancing only as much as he needs to to protect his profit. If the advance to him is 12 cents a dozen, and if he was making a proper profit before, he obviously needs to advance only 1 cent per can. Some retailers say their customers would prefer them to advance to 15 cents, because 15 cents is even money and easier to handle. Some consumers may be like that, but I cannot believe that most of them are. Not in these days.

A retailer who has to pay a wholesale advance of 1 cent a can, and who advances his own price 5 cents, on the above theory, may get away with it for a while. But sooner or later, if he has any competition at all, the impression will get abroad that he is a high-priced man. "Don't go to that store; they charge *fearfully* high prices." Merchants who have acquired that reputation have spent thousands of dollars to get rid of it, but have found that it sticketh closer than a brother.

High Prices Good for the Retailer.

If history did not prove the contrary, one would scarcely believe that food products could advance as they have, and business remain as prosperous as it is. Many staples, among them flour, are ruling to-day higher than they have done since the tremendous advances of Civil War period. Think of sauer kraut at $18 a barrel against a normal figure of $4.50. One would think present prices would be wholly beyond a great many people, and that a good part of the population would have to come down to the simplest foods. But the buying goes right on. In fact in American history high prices have always been accompanied by prosperity, and the higher the prices the higher the prosperity. Conditions existing during the Civil War period supply a good example.

It is good for the retail merchant for prices to take a high level, and to remain upon it until the people get used to it. Merchants can always get better profits after a period of high prices is over. People have grown accustomed to paying a high price, and after the high wholesale price begins to decline, the *retail* price can be *gradually* lowered without sacrificing the dealer's profit. It is growing harder and harder to get a profit *continuously* when prices hold a certain level for a period of months or years. When there is competition, the tendency is always down, never up.

Nothing on earth seems more elastic than the spending capacity of the average buyer. He manages to stand—and without apparent inconvenience—advances which viewed before they happened, he would have sworn would destroy him.

Fights That Yield Nothing.

Many people, in contending for a principle, entirely lose sight of the practical question involved. It is obviously useless to spend a thousand dollars fighting for a principle which when established can instantly be gotten around.

Take the fight New York S has been making against the packers' practice of weighing in casing with ham and bacon. R ers hereof are familiar with If a ham weighs 14 pounds ounces, and the packing weig ounces, the packer will charge 15 pounds of ham and he jus the practice on the ground tha wrapping as a protection is w all it costs. The authorities New York deny this and say it fraud, and a New York court upheld them. Retail meat de in New York cannot hencef follow this practice, although packers are still doing it.

Being charged for the casin the ham rate, but being unabl get it back from their custome the same way, what did the York retailers do? They me advanced the price of their ham bacon 1 cent per pound. They bate the customer for the w pings, as they are now oblige do, but at the 1 cent advance net exactly what they netted be The consumer pays for the w pings as he did before, and pays identical amount that he paid fore. What has been accomplish

AMONG THE TRADE

Brooms are advancing like ev thing else. The market went u cents a dozen during the w There is no concerted adva however. Various manufactu and jobbers go up when they h to. Short broomcorn crop is reason.

—

Thomas Martindale's b and his funeral occurred on Tu reached Philadelphia on Sund day last. It was one of the larg funerals ever held in the city o purely private citizen. Many h dred friends from all walks of thronged the funeral parlors of O. H. Bair establishment. Floyd Tomkins, a well-known l clergyman, conducted the serv Delegations from all of Mr. M tindale's organizations, and all employees of the Martindale st attended. The pall bearers w Richard H. Durbin, Louis J. K

When Business Men Go Into Politics

IF YOU VOTE FOR ME I pledge you my sacred word of honor that I will prove worthy of your confidence. If elected, I will work for you, for Denver and for Colorado. I will aim to have enacted safe and sane legislation; to build up and not to tear down; to make Colorado the best State in the Union and its citizens the happiest and most prosperous. I believe I am fully qualified by training, experience and judgment to serve you. I most respectfully ask your support and, if elected, I pledge you that, in the fullest sense and to the limit of my capacity, as your State Senator **I WILL WORK FOR YOU.** and as your fellow citizen,

LEON M. HATTENBACH

The above is a reproduction of a campaign card used by Leon M. Hattenbach, secretary of the Colorado Retail Merchants' Association, who is a candidate for State Senator. Could anybody put into fewer words, just what a State Senator ought to be?

J. Eldridge, George Nowland
F. C. Jones, of the Poor Rich-
Club; Dr. E. C. Hannington,
rge W. B. Roberts, the whole-
grocer, and W. F. Breiten-
gh, a partner of Mr. Martin-
e's.

---

nestic Sardines Ought to Have Good Year.

he busiest place in Eastern Maine is tport. Twelve sardine factories e are running on full time. Her-s are so plentiful in Canadian ers, a few miles down the bay, that Dominion weirmen were obliged this k to drop their prices at $10 and a hogshead to $5 a hogshead, which continue to the end of the can-season—December 1st. There is nortage of general laborers, so that ny of the sardine canners have sent ll for men for factory work at good es. The sardine canners have had advance on sardines from $2.85 a of 100 cans to $3, with indications n extra 25 to 35 cents before another k, as the foreign pack is light and ne coast pack will be smaller than al. It is stated that not more than 0,000 cases of sardines will be put this season, from April 15th to De-ber 1st, which will be nearly 500,000 s short, and there are more demands American sardines at present than be filled at present prices.

Pennsylvania Organization Notes.

ittsburgh Retail Grocers will hold all" rally meeting at the New Cen-Building on Monday, October 9th. Smedley will be present. A moving ure film, entitled "The Troubles of etailer" will be shown. It is ex-ed that there will be a large attend-

* * *

r. Smedley will address the butch-of Pittsburgh on October 10th at New Century Building. The C. R. Co.'s film showing "Troubles a Retailer" will be shown.

* * *

r. Smedley has been invited to at-the annual banquet of the Punx-wney business men on October 20th.

* * *

rsey Shore Association is planning g meeting for October 16th.

* * *

he Wilkinsburg Association will a big meeting on October 5th. ch will be served. Mr. Smedley has n invited.

* * *

he Washington County Chamber of mmerce will meet in convention at nonsburg on October 12th. A big gramme has been prepared.

* * *

r. Smedley was the guest of the cuse and Rochester Grocers Asso-ons on September 21st and 22d. ndid meetings were held in both s.

For BAKING as well as DRINKING



The Big Selling Cocoa of Pennsylvania

WILBUR'S

Made in Philadelphia

leads all others in sales to consumers and profits to dealers. Because WILBUR'S is a FOOD as well as a BEVERAGE—it makes the most delicious Desserts, Cakes, Candies, Puddings, Sauces, etc. Our booklet, "Cook's Tours Through Wilburland," shows fifty-nine different ways to use WILBUR'S COCOA, each one so delicious that the woman who tries one will try them all.

When you get your customers using WILBUR'S for baking, candy making, etc., they will use it as a staple food just as they do sugar and flour. Then you'll sell the *big pound cans* of WILBUR'S with

THE BIG PROFIT

instead of the small quarter pounds of other cocoas at the small profit.

We will gladly supply you with recipe books and other helps to increase sales

H. O. WILBUR & SONS, INC.

PHILADELPHIA

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"WILBUR'S COCOA doesn't have to be grated or cooked. You can make a cake with it, icing and all, in less time than it takes to make the icing alone with chocolate."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Plate Glass Counters Wanted.

Williamsport, Pa.,
September 22, 1916.

To the Editor.

Dear Sir:—Could you please tell me through your paper who manufactures and sells plate glass counters for dried fruits, etc.

Respectfully yours,
J. A. Plexer.

Pittsburgh Plate Glass Co., Eleventh and Arch streets.

* * *

Interest From Trust Companies.

Adamstown, Pa.,
September 27, 1916.

To the Editor.

Dear Sir:—Do you consider the Citizens' Saving and Trust Co., of Cleveland, Ohio, a safe banking house? Are they rated very strong? What do your best trust companies of Philadelphia pay interest on time deposits (what rate)?

Thanking you for any information you may be able to give, we remain, Yours very truly,
H. F. Snader & Co.

The Citizens Savings and Trust Co. of Cleveland, Ohio, is a rich and highly rated concern. Its capital is $4,000,000 and its surplus $2,500,000.

Most of the Eastern trust companies pay not over 3 per cent. on time deposits, although a few pay 4. The savings fund companies average 3.65 per cent. There are some companies in Pittsburgh and some in Ohio that pay 4. Other bankers say these companies cannot afford to do so, but they have done it for years and nothing has happened. Anybody who sees what bank stock is quoted at, and notes the big dividends many such concerns pay, will hardly be convinced that a trust company cannot afford to pay 4 per cent. on time deposits.

* * *

As to a Philadelphia Jobbing House Selling Consumers.

East Greenville, Pa.,
September 25, 1916.

To the Editor.

Dear Sir:—Enclosed find letter received from M. Eiseman & Sons. You will also find a certain part marked which I will try to explain as follows:—

About a year ago Eiseman & Sons started to ship goods to private families in our town and upon noticing them they still continued till the present time. Now they send us letters and want to make us believe different.

What is your suggestion about the same?

I had satisfactory returns with the contest for the most popular married woman, but I always have more luck with contests for children.

I am running a punch card at the present time, giving away a 42-piece dinner set with every $5 purchased, plus $3 in cash.

C. M. Hertzog.

The "Modern Merchant and Grocery World" has had several complaints that Eiseman & Sons, who are Philadelphia wholesale grocers, were selling consumers. The concern has never denied it, so far as we have seen. It appears from what Mr. Hertzog sends in that they are now issuing a "Cash Bulletin," through which they expect to sell to grocers. In this they say: "The greatest danger beyond a doubt, menacing the survival of the individual to-day, is the chain store and direct-to-consumer mail order houses." But as we see it, another danger, equally as serious, is the direct-to-consumer *jobber*.

* * *

The Lush Sales Company's Scheme.

Eatontown, N. J., Sept. 27, 1916.

To the Editor.

Dear Sir:—I should like to know what you think of the following plan that is offered by the Lush Sales Co. of 147 Church street, New York City, which is as follows: They offer four prizes, consisting of piano, talking machine, watch and silverware, given to the winners in the contest. They claim to give you a guarantee bond to cover the 25 per cent. increase of business which they claim to guarantee to increase for the retailer. Now the dealer must give five notes maturing at certain times from date of contract for $375 in total. Did you ever know of any retailer being satisfied with the method that these concerns employ with their sales? Do results justify the cost?

John J. Wright.

This scheme is so familiar that we can unhesitatingly advise you not to go in it. There are two tricks in it. First, the guarantee bond. If you will examine this closely you will find that usually it is not what it purports to be. Of course we have not seen the Lush guarantee bond and are not referring to it specifically. But what we say is generally the case; the bond is mostly worthless. Second, the notes. If you sign those notes they will be transferred to somebody else before the ink is dry on your signature. When that is done, it usually all up with you, for the pe son to whom the notes are tra ferred can usually collect them ev if the Lush concern lies complet down on its contract, goes back its bond and everything else.

There is a way of going into the schemes safely. Briefly, it lies revising the guarantee bond so t it would really amount to son thing, and in making the notes no negotiable, or better still, declini to sign any notes at all. Put t up to one of these concerns and s how quickly it turns it down.

The Lush Co. has a fair comme cial rating, but that wouldn't h you.

The New York Letter

How New York Retailers Get Around the Ham Decisio Exports Reach Unprecedented Total. Butchers Agr Not to Sell Unmarked Meat. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, September 29, 1916.

There has been considerable discussion since the decision that a dealer in ham and bacon could not legally weigh in the wrapper with the ham, as to how the retailer could save himself loss in this respect. The packers are ignoring the ruling and are declining to make a retail buyer any allowance on account of it. A great many of the local dealers have, therefore, adopted the expedient of making an advance of 1 cent a pound on both ham and bacon. After weighing the package just as it comes, they thereupon allow the consumer a rebate of 1 cent a pound for the wrappings, which brings them right back to where they were before. Thus, if a ham weighs 16 pounds at 23 cents a pound, of which, say, 6 ounces are tare, and the price of the ham is increased to 24 cents a pound, or a total of 16 cents, there is nothing to prevent an allowance of 16 cents for the wrappings, whether they weigh 6 ounces or not. The consumer therefore pays for the wrappings at the original price of 23 cents a pound, just as though there had been no law or prosecutions or warnings or anything else. The dealers claim that there is no law that will prevent them from advancing the price of meat, nor is there anything in the net weight law that will prevent them from making the consumer a good libe allowance for the wrappings.

* * *

The local trade have been grea interested in the report from Was ington received here during t week that American exports h passed the half billion a mon mark. The Bureau of Foreign a Domestic Commerce shows that t exports for August amounts $510,000,000, which is not only t record for this country, but the re ord for all countries. It is $3 000,000 above the previous hi record, which was established May of this year. The imports, the other hand, showed a decline $47,000,000 as compared with Ju Imports for August were $19 000,000, which, however, is grea than the total of any previous Au ust. All of the statistics coveri exports for the last few mont are far in excess of any previo period.

* * *

Two hundred butchers who we summoned by the Department Weights and Measures for weig ing in wrappings with ham a bacon entered into an agreeme with the Department not to hand wrapped meats furnished by t large Western packers unless t packages were plainly marked wi the net weight. This, of cours includes an agreement to char for the net weight, so that, whi the retailers will be paying f

ppings at the price of the meat, will not be permitted to pass on to their customers as they ıerly did.

Summarized Market Conditions.

ea unchanged for the week ı markets in the Far East in- ɔd to be firm and higher. Cey- Indias, however, closed the k with cables from the other a little weaker. Business is .—Coffee is about ¼ cent ker, meaning particularly Rio Santos. Business is very dull the market is sluggish. Milds ly steady but dull. As soon as recent speculative influence was ıdrawn the market went practi- y back where it was before.— v sugar has been very strong, ends the week a little weaker. ɛs have been made as high as ², but the week closes around ⁷. The situation is still strong, ever, and granulated is being ted at 6.75 to 7. Beet granu- d is not figuring as yet.—Toma- are strong at around $1 in a e way for Maryland 3s. De- ıd is not very heavy.—Peas very but unchanged for the week.—Corn is very firm and high, particularly Maryland Maine style, which cannot be bought under a dollar, which is about 50 per cent. above normal. Maine packers will deliver short again this year.—Domestic sardines are now quoted at $3.15 for quarter oils. Stocks everywhere are small and the pack light.—Salmon firm throughout without change.—All canned fruits are unchanged. Dried fruits still neglected, but everything firmly maintained.—Currants are a shade higher for the week.—Peaches close the week a little easier.—Wheat closes the week a little firmer on account of renewed buying for export.—Flour 20 cents a barrel higher for the week, and fancy patents in carload lots are now quoted at $9.65 a barrel.

Pennsylvania News Items.

Among the Delaware corporations chartered during the week was the Wilkes-Barre Grocery Co., whose object, as given by the charter, was "to put in cans, cartons and packages all articles sold in the grocery trade." The capitalization is $350,000.

A Little Lesson in Selling a Little Thing—Jar Rings.

Home Canning Has Decreased Because of Spoilage. Spoilage Comes From Poor Jar Rings. How to Tell a Good Jar Ring and How to Demonstrate it to Your Customers.

Most salesmen will tell you that the best way to determine the quality of fruit jar rings is to feel of the surface for a rubbery texture, press the thumb nail into the ring for resiliency, or to bend the ring sharply, in order to see whether or not it will crack.

As a matter of fact, all of these methods are usually unreliable, as it is possible to compound a ring which will feel soft and rubbery when first made which will not cut with the thumb nail, but will show considerable strength and resiliency and will not crack when bent double; yet this same rubber in a few months' time will completely dry out, harden, shrink and crack so that when placed on a preserve jar it is absolutely useless for sealing purposes.

The best test of any ring is to stretch it slowly to the breaking point and see how much strength it requires to break it and how wide the rubber can be stretched before it snaps. No deception can be possible on this point; it is a question of how much live rubber is in the ring. If it contains a proper percentage the rubber should stretch at least twice its original diameter. Many rings stretch three and four times. If it is made of cheap, worthless compounds, it will usually crack when stretched only a little distance.

Test some of the rings on your shelves in this manner and you will determine whether or not you are getting rings with live rubber in them.

Another thing live rubber means is that rings won't die on your shelves. They are good one season after another. Ordinary rings will not carry over, as you doubtless have good reason to know. Live rubber means quality, and rings such as the Good Luck brand, for instance, which are made of pure, red live rubber, will carry in the grocer's stock from season to season with perfect ease and will always make a perfect seal when placed by the housekeeper on the fruit jars.

Don't Sell Cheap Jar Rings

For you can sell GOOD LUCK JAR RINGS the best in the world, for ten cents a dozen

You can buy jar rings so cheap you can retail them at a nickel a dozen.

But if you do you'll be exceedingly sorry. They will not stand up. They are carelessly made, of worthless compounds, that soon hardens and cracks.

In selling jar rings remember that the ring makes all the difference between the contents of the jar keeping and not keeping. No housewife, if she understands, will run the risk of spoiling her canning to save less than half a cent on a ring.

Good Luck Rings are made of the finest, newest rubber, they stand up in every way. Stand even the strain of the modern "cold pack" method of canning.

We are advertising **Good Luck** rings to your customers, and we will help you to do it, too. In the corner of this advertisement is one of the electrotypes we will give you for use in your own paper. Write for it.

Get **Good Luck** rings from your jobber.



"I didn't lose a jar of fruit this year"

GOOD LUCK
RED RUBBERS
kept every one perfectly. The thick, live rubber will not shrink or crack.
Good Luck Rubbers
fit all standard jars

(Dealer's Name & Address)

We will send you a series of these for use in your own paper

BOSTON WOVEN HOSE AND RUBBER COMPANY

LARGEST MAKERS IN THE WORLD

Cambridge, Mass.



Karo Moves Quickly From Your Shelves

You'll find **KARO** listed on a majority of the orders you receive and your customers ask for it because our advertising has taught them its many uses, while its purity and quality bring them back for more. **KARO** is easy to sell and the demand for it is increasing throughout the entire year. It moves so quickly and gives such perfect satisfaction to your customers that you will find **KARO** the most profitable syrup you can handle. Display the well known **KARO** cans where your customer can see them—you'll find it pays.

Besides its many other uses, **KARO (Crystal White)** is widely used for home preserving. It will pay you to speak of this to your customers, because **KARO** pays you more profit than sugar.

Corn Products Refining Company

NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA. SECURITY INTEGRITY OUR MOTTO

WHAT TO TELL CUSTOMERS

"Cut down your sugar bills by using part **KARO** instead of all sugar in your general cooking—you will effect a material saving and at the same time improve the quality of your cooking. Write Corn Food Products Company for a cook book."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

It is unfortunate that housekeepers in general have given up the practice of home canning because the large percentage of spoilage and it is also true that the United States Department of Agriculture has conclusively shown by exhaustive tests that defective rubbers are responsible for a larger percentage of spoilage than any other individual cause.

This explains why, at the present time, this department is striving to teach home canning throughout the rural districts with the aid of Government demonstrators, giving public canning exhibitions so that housekeepers may conserve the fruits while they are cheap and farmers in outlying districts make use of much of the fruit which yearly rots under the trees because either there is no market or because the spoilage in home canning has discouraged the practice.

These Government demonstrators teach what is known as the "cold pack" method of preserving by which the fruit is cooked in the jars with the caps and rubbers on instead of being cooked in the old fashioned open kettle and poured into the jars while hot. This process calls for the best rubber rings possible to obtain, as cheap rubber cannot stand the steam pressure and completely go to pieces in the canner, while rubbers like the Good Luck brand, which are used by the department, and recommended by the leading agricultural colleges and domestic science schools are made with plenty of live rubber in them that they show no deterioration after being processed, but as a matter of fact are improved by the excessive heat, which serves merely as an additional vulcanization for pure rubber.

Jars of fruit put up in this manner and sealed with Good Luck rings keep perfectly as long as you choose to keep the jars unopened.

When buying your fruit jar rings this year ask the salesman whether or not his jar rings are guaranteed to stand the "cold pack" method. Ask him whether they have been approved by the Good Housekeeping Institute, conducted by "Good Housekeeping Magazine."

All these points mean quality, and quality is the one thing necessary in any good grade of rubber if they are to stand up and deliver the service expected of them.

oods That Are Being Advertised to Your Customers

Iodern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

October

The American Magazine.

Ivory Soap, one page.
Campbell's Soup, one page.
Puffed Grains, two-thirds page.
Heinz Spaghetti, two-thirds page.
Dromedary Dates, two inches.
Cresca Olive Oil, four inches.
Fairy Soap, one page.
Postum Cereal, one page.

Collier's Weekly.

National Biscuit Co.'s Products, iarter page.
Pettijohn's, five inches.
Sunkist Oranges, one page.

Designer.

Old Dutch Cleanser, one page.
Crisco, one page.
Campbell's Tomato Soup, one ge.
Gold Dust, six inches.
Minute Tapioca, one page.
Blue Label Ketchup, eighth page.
Pettijohn's Bran, four and three-arter inches.
Pompeian Olive Oil Salad Dress-g, one inch.
Grape Nuts, quarter page.
Quaker Oats, half page.
Dromedary Cocoanut, quarter ge.
Borden's Condensed Milk Co., arter page.
Puffed Wheat and Rice, half page.
Snider's Tomato Catsup, half ge.
Royal Baking Powder Co., three-ghths page.
Three-in-One Oil, four and one-arter inches.
Faust Coffee, three inches.
Postum, one page.

Everybody's Magazine.

Ivory Soap, one page.
Grape Nuts, one page.
Pompeian Olive Oil, one inch.
Nabisco Wafers, one page.
Heinz Spaghetti, one page.
Swift's Premium Ham, one page.

Delineator.

Old Dutch Cleanser, one page.
Crisco, one page.
Campbell's Tomato Soup, one ge.
Grape Nuts, quarter page.
Borden's Condensed Milk Co., arter page.
Dromedary Cocoanut, quarter ge.
Blue Label Ketchup, eighth page.
Pettijohn's Bran, four and three-arter inches.
Armour's Star Ham, half page.
Puffed Wheat and Rice, half page.
Minute Tapioca and Gelatine, page.
Quaker Oats, half page.
Snider's Tomato Catsup, half ge.
Faust Coffee, three inches.
Royal Baking Powder, three-eighths page.
Gold Dust, six inches.
Pompeian Olive Oil Salad Dressing, one inch.
Three-in-One Oil, four inches.
Postum, one page.

Good Housekeeping.

Baker's Cocoa, one page.
Lowney's Cocoa, one page.
Royal Baking Powder, one page.
Armour's Leaf Lard, one page.
Old Dutch Cleanser, one page.
Procter & Gamble's White Naphtha Soap, one page.
Crisco, one page.
Quaker Oats, one page.
Wesson Oil, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Fels Naptha Soap, one page.
Puffed Wheat and Rice, one page.
Kellogg's Toasted Corn Flakes, one page.
Cox's Gelatine, eight inches.
Nosco Onion Salt, two inches.
Nabisco, one page.
Pettijohn's, four and three-quarter inches.
Burnett's Vanilla, four inches.
Skinner's Macaroni, two inches.
Frank's Meat Treats, four inches.
Kornlet, four inches.
Minute Tapioca, two pages.
Heinz Vinegars and Olive Oil, one page.
Borden's Evaporated Milk, one page.
Runkel's Cocoa, one page.
Kellogg's Bran, four inches.
Lea & Perrin's Sauce, four inches.
Howard's Salad Dressing, four inches.
Franklin Mills Wheat Flour, two inches.
Sauer's Extracts, one page.
Liederkranz Cheese, four inches.
Chalmer's Gelatine, one inch.
Purity Cross Creamed Chicken, two and a half inches.
Three-in-One, four inches.
Pompeian Olive Oil Salad Dressing, one inch.
Pin Money Pickles, four inches.
Carnation Milk (write-up), two pages.
Hormel & Co., Dairy Hams and Bacon, one page.
Princine Baking Powder, one page.
Underwood Deviled Ham, one page.
McMenamin's Crab Meat, one page.
Morris & Co., Hams, Bacon, Lard, etc., one page.
Teco Self-Rising Pancake Flour, one page.

Window Lighting

Electric Light is the only illuminant that will obtain the necessary effects in window lighting—it is the only light which will lend itself to decoration. How about your shop window? Is it the effective advertisement that it should be? It certainly is not if the illumination is not right.

We would like to send our experts to advise you on this matter—no charge.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS

CRUBRO
CRUIKSHANK BROTHERS & CO.
PITTSBURGH, PA.

PURE FOODS

You will never know how fast you can sell

Bulk Pickles

until you handle our line of Sweet, Sour, Dill and Fancy Mixed Pickles in our special Pickle Display and Service Jars.

Write for circular.

Good profit for you and satisfaction for your trade in

Crubro Spaghetti

in tins—cooked with tomato sauce—ready to serve.

Cruikshank Bros. Co.
Pittsburgh, Pa.

"Don't Send Me Any More Ham Like That!"

Not a grocer in the land but has had knocks like that. Some have them right along.

Do you know how to eliminate such knocks from your business absolutely? Sell and feature **Vogt's Liberty Brand Hams.**

We are saying that each week in the strongest possible way, and every once in a while some grocers take our word and try it on.

There has never been one who was sorry, because we know what we are talking about. We know **Liberty Hams** and we know the others. We will send **Liberty Hams** anywhere, for any trade, and be confident they'll stand up.



Are you getting the advantage of our advertising to consumers?

F. G. VOGT & SONS

INCORPORATED
Thirtieth and Race Sts.
Philadelphia

Fiction and Friction

It doesn't take much to change one into the other—and that's as true in business as in anything else, Mr. Grocer.

FICTION is all right in story books, but it has no place in the dealings between a manufacturer and the men who are to pass his goods along to the consumers. Same way with FRICTION. It's a good thing to light matches with—in the right way and at the right time—but mighty bad in our business relations. It's 33 years, Mr. Grocer, since we've been co-operating with you to kindle light in the world, and we're rather proud to testify that we don't know much about either fiction or friction in our friendly relations with you. On the whole, it rather strikes us as a

SAFE MATCH

The Diamond Match Company

The Greatest Match Makers in the World

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA. SECURITY INTEGRITY SERVICE

SAY TO CUSTOMERS

"I recommend DIAMOND MATCHES because they always give satisfaction. I use them myself here in the store because every DIAMOND MATCH is a perfect match and there's none wasted. They're also safe in every sense."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Pillsbury's Health Bran, one p
Colburn's Spices and Mustard, page.
Swan's Down Cake Flour, page.
Welch's Grape Juice, one pag
Gold Dust, one page.
Bon Ami, one page.
Lipton's Tea, one page.
Shredded Wheat, one page.
Ryzon Baking Powder, one p
Rumford Baking Powder, page.
Morton's Salt, six inches.
Puffed Grains, one page.
Beech-Nut Catsup, one page.
Dromedary Dates, one page.
Worcester Salt, one page.
Cresco Flour, one inch.
Ballare's Bran, one inch.
Barrington Hall Coffee, one p
Hawaiian Pineapple, one page
Sunshine Biscuits, one page.
Cresca Olive Oil, four inches
Airline Honey, one page.
Ralston Health Food, one pag
Heinz Spaghetti, one page.
Baker's Grated Cocoanut, page.
Libby's Pineapple, one page.

Harper's Monthly.

Shredded Wheat, one page.
Postum, one page.
Pompeian Olive Oil, one inch
Heinz Vinegars and Olive one page
Ivory Soap, one page.
Royal Baking Powder, qu page.
Baker's Cocoa, quarter page
Grape Nuts, quarter page.
Shredded Wheat, one page.
Grape Nuts, one page.
White House Coffee, half pa
Pompeian Olive Oil Salad D ing, one inch.
Beech-Nut Crab Apple half page.
Heinz Spaghetti, one page.
Ivory Soap, one page.
Royal Baking Powder, qu page.
Baker's Cocoa, quarter page
Postum, quarter page.
Old Dutch Cleanser, qu page.

Ladies' Home Journal.

Kellogg's Toasted Corn Fl one page.
Gold Medal Flour, one page
Ivory Soap, one page.
Campbell's Soups, one page.
Sunkist Lemons, quarter pag
Crisco, one page.
Goblin Soap, quarter page.
Eagle Milk, quarter page.
California Sun-Maid Ra quarter page.
Old Dutch Cleanser, one pag
Beech-Nut Peanut Butter, page.
Puffed Grains, half page.
Blue Label Ketchup, eight in
Jell-O, quarter page.
Baker's Cocoanut, quarter pa
Purity Cross Creamed Chi three inches.
Procter & Gamble's White N tha Soap, one page.
Burnett's Vanilla, quarter p
Armour's Star Ham, half
Pettijohn's, five inches.
Sunshine Biscuits, quarter p
Underwood Deviled Ham, ter page.
Jiffy Jell, one page.
Swift's Premium Ham, qu page.
Colburn's Spices, eighth page
Teco Flour, eighth page.
Carnation Milk, eighth pag
Ralston Wheat Food, one
National Oats, one page.
Quaker Oats, half page.
Swansdown Flour, three inch
Hawaiian Pineapple, half pa
Sauer's Extracts, four inche
Airline Honey, one page.

Gold Dust, six inches.
Minute Tapioca, two inches.
Fairy Soap, quarter page.

McCall's Magazine.

Ivory Soap, one page.
Morris Tested Foods, third page.
Grape Nuts, third page.
Borden's Condensed Milk Co., ird page.
Fels Naptha Soap, third page.
Shredded Wheat, third page.
Old Dutch Cleanser, third page.
Puffed Wheat and Rice, two- irds page.
Arbuckle's Coffee, one page.
Dromedary Cocoanut, two-thirds age.
Quaker Oats, two-thirds page.
Carnation-Milk, seven and a half ches.
Kornlet, one inch.
Pettijohn's Bran Flakes, four and ree-quarter inches.
Crisco, fourteen and one-half ches.
Three-in-One Oil, two and three- uarter inches.
Pompeian Olive Oil, one inch.
Gold Dust, one page.

McClure's.

Ivory Soap, one page.
Campbell's Soup, half page.
Grape Nuts, half page.
Shredded Wheat, half page.
Heinz Spaghetti, half page.
Puffed Grains, half page.
Dromedary Dates, two inches.

The Outlook.

Swift's Ham, one page.
Quaker Oats, one page.
Bon Ami, one page.
Royal Baking Powder, one page.
Quaker Oats, one page.
Ivory Soap, one page.
Three-in-One Oil, quarter page.
Pettijohn's, quarter page.
Beech-Nut Peanut Butter, quar- r page.
Heinz Spaghetti, one page.
Shredded Wheat, one page.
Postum, one page.

Pictorial Review.

Cream of Wheat, one page.
Crisco, one page.
Campbell's Tomato Soup, half ge.
Shredded Wheat, quarter page.
Old Dutch Cleanser, quarter page.
Grape Nuts, quarter page.
Quaker Oats, half page.
Three-in-One Oil, four inches.
Armour's Quality Products, half ge.
Minute Tapioca, three inches.
Puffed Wheat and Rice, half page.
Pompeian Olive Oil Salad Dress- g, one inch.
Borden Condensed Milk Co., uarter page.
Royal Baking Powder Co., three- ghths page.
Pettijohn's Bran Flakes, four and ree-quarter inches.
Fairy Soap, one page.

Saturday Evening Post.

Crisco, one page.
Campbell's Soups, one page.
Quaker Oats, half page.
Heinz Spaghetti, half page.
Sunshine Biscuits, quarter page.
Hawaiian Pineapple, half page.
Barrington Hall Coffee, half page.
Beech-Nut Grape Jelly, sixth ge.
Jiffy Jell, one page.
Gold Medal Flour, one page.
California Sun-Maid Raisins, one ge.
Old Dutch Cleanser, quarter page.
Purity Cross Creamed Chicken, ree inches.
Carnation Milk, quarter page.
Morris Foods, one page.
Blue Label Ketchup, eight inches.
Skinner's Spaghetti, two inches.

NO ADVANCE IN PRICES



A Tea for Every Taste At
A Price for Every Pocketbook

LIPTON'S TEA

is packed in ten different blends so you can please all classes of customers with tea that will suit their different tastes and at prices they can afford to pay.

You can handle **Lipton's Tea** in the sealed, air-tight, convenient packages and meet all the requirements of your customers, no matter whether they want Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong or Green Tea.

You not only assure yourself of giving customers any kind of tea they want, but, because of the *package* you are sure the tea will be full of strength and flavor.

Besides saving time and bother and pleasing your customers by selling them **Lipton's Tea,** you make a good profit on every package. Our enormous tea estates enable us to maintain quality and prices to both you and your customers in spite of advanced prices on other teas.

"If You Want the Best Tea Go to the Firm That Grows It"

Thomas Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"I know I can please you with LIPTON'S TEA. Select your blend and it will always be uniform in strength and flavor."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

DEALERS' NOTICE:

UNITED PSC

W. Wrigley Jr. Co.

announces a

New Trade-Gripper

FULL OF PEP!

Delicious double-strength Peppermint chewing gum with the added attraction of a

United PROFIT-SHARING Coupon

in each 5c package.

It is being extensively advertised throughout the country:



Double wrapped and sealed. And every box has a 5-coupon certificate free to *you!*

Get in on this "Peppy" Campaign!

WRIGLEY'S SPEARMINT is a strong seller, too, and now has United Profit-Sharing Coupons. *Keep up your profits* on the "Wrigley Twin Mints," the biggest nickel's worth of pleasure and profit possible to buy!

Order from your Jobber to-day

TELL CUSTOMERS

"The Wrigley chewing gums are a big 5 cents' worth. United Profit-Sharing Coupons with them now—good toward valuable presents."

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Underwood Deviled Ham, quar page.
Puffed Grains, half page.
Butter-Kist, half page.
Ivory Soap, one page.
Campbell's Soups, one page.
Crystal White Laundry Soap, page.
Pettijohn's, five inches.
Skinner's Macaroni, two inche

Scribner's Magazine.

Heinz Spaghetti, one page.
White House Teas and Coffe half page.
Cresca Olive Oil, quarter pag
Dromedary Dates, two inches.
Ivory Soap, one page.
Baker's Cocoa, one page.

Woman's Home Companion

Crisco, one page.
Campbell's Soups, half page.
Beech-Nut Products, one page
Old Dutch Cleanser, quarter pa
Grape Nuts, quarter page.
Shredded Wheat, quarter page
Minute Tapioca, two inches.
Eagle Milk, quarter page.
Puffed Grains, half page.
Armour's Grape Juice, half pa
Colburn's Spices, two inches.
Purity Cross Creamed Chick two inches.
Royal Baking Powder, third pa
Pillsbury's Health Bran, inches.
Quaker Oats, half page.
Morris Foods, half page.
Dromedary Dates, quarter page
Swift's Premium Ham, quar page.
Gold Dust Cleanser, one page.

The Woman's Magazine.

Old Dutch Cleanser, one page.
Crisco, one page.
Campbell's Tomato Soup, page.
Grape Nuts, quarter page.
Dromedary Cocoanut, quar page.
Gold Dust, six inches.
Minute Tapioca, one page.
Borden's Condensed Milk quarter page.
Quaker Oats, half page.
Puffed Wheat and Rice, half pa
Snider's Tomato Catsup, page.
Pettijohn's Bran Flakes, four three-quarter inches.
Faust Coffee, three inches.
Royal Baking Powder, th eighths page.
Three-in-One Oil, four inche
Pompeian Olive Oil Salad Dr ing, one inch.
Blue Label Ketchup, quarter p
Postum, one page.

The Youth's Companion.

Quaker Oats, half page.
Baker's Cocoa, four inches.
Postum, six inches.
Three-in-One Oil, four inches
Postum, back cover.
Grape Nuts, six inches.
Campbell's Tomato Soup, page.
Puffed Wheat and Rice, half p
Beech-Nut Peanut Butter, inches.
Crisco, quarter page.
White House Coffee and T quarter page.
Three-in-One Oil, two inches.
Grape Nuts, six inches.
Pettijohn's, four inches.
Cream of Wheat, one page.

Get This.

The Aunt Jemima Mills Co. ha unusual window display this year simple and easy to use and is ve tractive and "business getting."
Write to the mill at St. Joseph, and get one.

Again in Season!

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles—hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	H Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

Greetings

We suspended these talks during the summer because we think summer isn't as good a time to talk the sort of Coffee business we do, as the other seasons.

We are back on the job again with you, and here's hoping that your fall and winter coffee season will be as good as it deserves to be.

For some coffee businesses don't deserve to be very good. They don't build for permanence. The most profit they can make for the moment is their motto. Cup quality, and particularly *uniformity of cup quality*, they entirely ignore, and so the coffee peddler and the chain store and the mail order house, take their trade.

Harisco Standardized Coffees, are a list of standard blends and grades all of which represent the highest possible grade in their respective lines, and all of which are kept to literal and absolute uniformity. Any grocer who is a merchant at all, can build up his coffee department with **Harisco Standardized Coffees.**

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

The Grocery Markets

Tea.

The tea market shows no change for the week, except that weak spots appear to have disappeared. The market is no higher than a week ago, but is steady to firm and in good condition. The consumptive demand is fair, although not what it will be a little later.

Coffee.

The coffee market is probably ¼ cent weaker for the week, this including all grades of Rio and Santos. The reason appears to be weak reports from Brazil and a pressure to sell from there. Buyers generally appear to be distrusting the market. Milds are quiet and no more than fairly steady. Java and Mocha unchanged.

Sugar.

The sugar market has made a series of sharp advances during the week, raws having sold as high as 6.02. Sales generally, however, were not made on such a high basis but on 25 points under that. Refined has advanced until granulated ranges from 6.75 to 7 cents, and it is not expected to go higher at the moment. Western beet granulated is being offered but not in such a way as to materially affect the regular market. Consumptive demand for sugar is fair.

Syrup and Molasses.

Glucose remains unchanged for the week. Its future will depend upon the corn market. Compound syrup comparatively high, but dull. Sugar syrup and molasses unchanged and quiet.

Canned Goods.

Heavy buying of tomatoes all over the country is responsible for an advance during the week to about $1 a dozen for Maryland 3s. This means an advance of 5 cents for the week. The pack is going steadily forward, and even now would be fair if nothing further was done. There will be some more tomatoes packed, however. A conservative authority estimates the pack at about 13,000,000 cases, which would certainly not warrant any very high prices. Corn is very scarce and very firm. Southern Maine style corn that opened around 60 to 65 cents is ruling at 95 cents to-day. The deliveries of Maine corn will not be more than 60 per cent. New York State will deliver about 25 per cent., and the Illinois pack, which is the principal Western pack, will also make very short delivery. Prices of Illinois corn are about 50 per cent. above normal. Peas are unchanged for the week but firm. Apples show no change and light demand. California canned goods are not moving very actively, but the situation indicates before very long the supply will be small. Small Eastern staple canned goods are in most lines very scarce and very firm. Most of these lines have already been reported upon. Packers of spinach are not offering at all, although the pack opens in about a week. The last quotation on Southern spinach was $1 a dozen.

Dried Fruits.

No change has occurred in dr fruits during the week, except advance of 1 cent per pound in c rants on the other side. Prunes still firmly held, but without m buying in the East, and peaches apricots are steady but quiet. R ins show no change for the week

Fish.

No change has occurred in mackerel situation during the we The embargo on the exportation mackerel from Norway is still and various exporters are atten ing to have it lifted. At pres there is no bright prospect of Norwegian mackerel this year. T catch of shore mackerel has b unusual, not only in quality but quantity. As previously report the quality has been very fine, the quantity so far salted is ab twice what it was last year. E with this prices, as previou stated, are several dollars a ba above normal. Cod is very sca and very firm, without any imme ate prospect of lower prices. T price is around 5 or 6 cents ab normal. Hake and haddock about 2 cents above norm Salmon of all grades is firm but



Making People Eat More Codfish

If you have an idea that codfish is codfish, you are as wrong as you can be. There are as many grades of codfish as there are of butter.

There is all the difference in the world between **Gorton's Codfish** and some codfish we could show you, which is perfectly pure.

Any one of your customers could detect this difference. Perhaps they have detected it and stopped using the codfish you have been selling them.

If all the codfish was like **Gorton's,** the consumption of codfish would increase five fold. **Gorton's Codfish** is pure, old-fashioned codfish of the finest quality money can buy. You can sell more of it than you can sell of any other brand, because more people will want it, and all that want it will want more of it. Your jobber.

Gorton-Pew Fisheries Company
GLOUCESTER, MASS.

How Much Did Your Ice Cost You This Summer?

If you haven't used a ***Howe Refrigerator*** you have spent 20 per cent. more than you needed to. That's an awfully positive statement. It's a lie and a false representation if we can't prove it.

If what we say is true, you are losing a splendid chance of getting down to rock bottom if you don't look into it. Where else in all your business, can you cut 20 per cent. without a loss in efficiency?

The Howe double air-lock door is the secret of the 20 per cent.

Howe Scale Company
508 Market Street
Philadelphia

ıged in price and in good de-
d. Domestic sardines are
dily advancing and quotations
e made during the week of $3.15
quarter oils in a large way.
city is the reason. Imported
ines are unchanged.

Beans and Peas.

ea beans are about unchanged
ast week's basis. Demand fair.
rows are also unchanged and in
erate demand. California limas
a shade weaker. Demand light.
en peas have advanced about 10
s a bushel but nobody seems
ant them.

Butter.

he butter market is firm at an
ance of 1 cent per pound due to
falling off in the receipts and the
l consumptive demand. Con-
rable butter is being exported
the market is healthy on the
ent basis. Everything points to
od market for some time.

Eggs.

he egg market is firm at ad-
ce of 2 cents per dozen on ac-
nt of very light receipts and a
l consumptive demand. Quality
howing fine and the market is
without likelihood of important
ge.

Cheese.

he cheese market is firm at an
ance of ½ cent. There is a light
ly and a good demand both for
umption and export. The
ity is the best of the season.
market is healthy and if there
ny change there will probably
slight advance.

Provisions.

ll smoked meats are firm but
anged in price, and with a
erate consumptive demand.
e and compound lard are steady
unchanged, with a light de-
d. No change seems likely at
moment. Dried beef, on ac-
nt of aggravated scarcity, has
anced 4 cents a pound during
week and is firm at the advance.
ned meats are unchanged and so
arreled pork.

IVIDUAL MARKET REPORTS.

Wheat and Flour.

ıe Canadian wheat crop of 1916 has
officially estimated at 168,811,000
els, as against 376,303,600 bushels
year. After allowing 25,000,000
els for seed and 54,000,000 bushels
food, it leaves 90,000,000 bushels for
rt, but to this must be added the
lus of 30,000,000 bushels carried
from the 1915 crop, which would
a total of 120,000,000 bushels. It
ld be impossible to export this quan-
because to do so would take every
el of wheat out of the country,
therefore we deduct from this quantity 20,000,000 bushels for reserves in farmers' hands and visible supplies, leaving 100,000,000 bushels as the maximum surplus for export.

We have pointed out in our letter of September 9th that if prices are forced sufficiently high so as to attract it from the farms, the United States could spare 141,000,000 bushels for export. This gives us 241,000,000 bushels as the maximum quantity that can be obtained from North America, against 512,000,000 bushels exported last year, of which Canada furnished 269,000,000 bushels and the United States 243,000,000 bushels. On account of the high ocean freight rates and the scarcity of ships, the North American surplus is by far the most desirable, as it can be carried at the minimum expense. It is only a 2,800 mile voyage from North America as against 6,000 from Argentina and 12,000 from Australia. A steamer that can make only two round trips from Australia can make seven or eight from North America, and with steamers commanding such high freight rates, time is the most important factor.

As we have repeatedly said in these letters, much depends upon the progress of the crop in Argentina, which is to be harvested in December. All calculations will be upset by a crop failure there, as the importing nations are counting upon a surplus of 120,000,000 bushels from that country.

Here is their estimate of surplus crops:—

Canada	112,000,000 bushels
United States	160,000,000 bushels
Australia	160,000,000 bushels
India	48,000,000 bushels
Argentina	120,000,000 bushels
All others	16,000,000 bushels
Total	616,000,000 bushels

Unfortunately for the importing countries over 25 per cent. of this is in Australia, involving the longest haul, for to go there and back is equal to going around the world. No relief can be obtained from Russia, for even if the Dardanelles are forced within the next few months, navigation will not be open until late April.

The wheat situation is undeniably strong and we feel that present prices will look cheap when once the foreign demand becomes urgent. Keep in mind one fact, namely, North America this year produced only 778,000,000 bushels of wheat, against 1,387,000,000 bushels last year. In other words, our harvest this year is just 56 per cent. of last year's crop, and this on top of the tremendous shortage in other countries.

We are sincere believers in much higher prices.

SHANE BROS. & WILSON CO.
J. W. Craig.

Philadelphia, Pa.

Evaporated Apples, Etc.

The season for evaporating apples is near and those interested in the industry will do well to look back over the season of 1915, so as to avoid any repetition of errors made during that season. It is estimated now (September 15th) that the apples carried over from the past season is about 300 cars in Western New York and about 100 cars from the Middle West. In the stocks that are being carried in Western New York, there are not many cars of high-grade goods and the quality generally runs from low to high prime. There are some choice and fancy goods in warehouse, nevertheless, but the quantity is small.

Most of the stock in cold storage is owned by the manufacturers and are held at prices running from 5 cents to 7 cents per pound, according to quality, storage paid to October 1st.

The conditions for the manufacturer of evaporated apples this coming season are not very favorable at present in any section, chiefly on account of the low prices prevailing, with prospects of no great improvement in prices very soon.

From all advices obtainable it would look as if the chances of selling for export are exceedingly small. All the neutral countries abroad are anxious to buy evaporated products, but are unable to arrange shipping facilities and until something in this way is arranged, little buying in this direction can be looked for, but should a change come where shipments can be made, considerably higher prices could be expected. On the domestic end of the business there should be an improvement in the demand and consumption over what we usually have, as the quality of fresh apples through Western New York, Canada and the Middle West is poor and the supply of barreled apples of good quality will be small from these territories. New England, Hudson River Valley, the Virginias and Maryland report good quality crops and it is thought that the greater part of the barreled apples will come from these parts. Under these circumstances it is reasonable to expect good barreled apples to sell at high prices and this should cause more attention to the buying of evaporated apples by the domestic trade. We believe that this trade can be obtained by handlers, if more care is given in getting out quality and good dry stock that will keep.

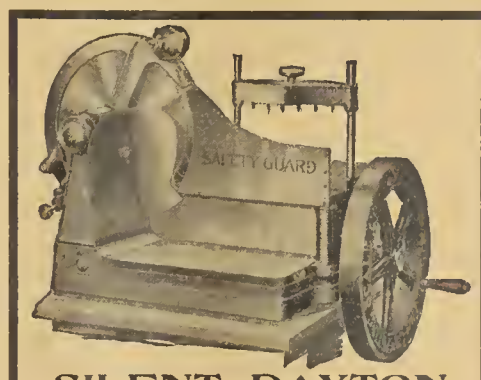
Sure Sales

People like to know what they are buying. Not only the name, but the quality. When you sell goods of known quality and value, sales come easier and oftener.

N. B. C. Products are known and wanted by millions. Some of these people pass your store every day. A window display of the famous In-er-Seal Trade Mark packages will attract attention and bring customers into your store.

The dealer who stocks N. B. C. Products prepares to meet an already created demand. Sales are sure.

NATIONAL BISCUIT COMPANY



SILENT DAYTON
No. 10 MEAT SLICER

More Dayton Slicers are being sold than all other makes. There's a mighty good reason behind the marvelous growth of this new industry, and the reason is that there is nothing like it on the market at any price. It is the acme of perfection.

SEND FOR PARTICULARS
MONEYWEIGHT SCALE COMPANY
District Office: 1313 Arch St., Philadelphia, Pa.
Main Office: 326 W. Madison St., Chicago, Ill.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio



We Sell You 25 Per Cent. More Shelf Room

Selling you 25 per cent. more shelf room for the price of a few **Baines' Brackets** is like offering you a gold dollar for a quarter.

Nevertheless, that's exactly what our proposition amounts to.

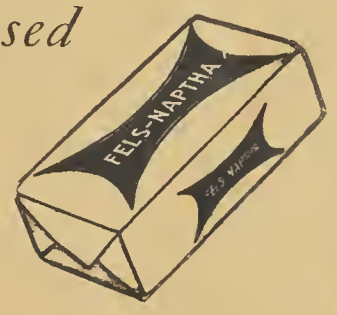
We guarantee that **Baines' Brackets** will increase your shelf room a full fourth, not by performing a miracle, but simply by giving you back the space that the old-fashioned shelf supports have used up. With these brackets, you have the clear shelf free.

PIQUA BRACKET COMPANY
PIQUA, OHIO

Confidence

of your customers is your best asset.

The grocer who frankly tells his customers the merits of **Fels-Naptha soap,** and what it will do, and save, gains not only the confidence of customers, but naturally *increased business.*



Fels & Co.
PHILADELPHIA

It is a well-known fact that a great part of our population do not know anything about the virtues of evaporated apples and how much cheaper they are to the consumer than fresh apples, at the same time filling many places of the fresh fruit. They are delicious for desserts, sauces of all kinds and for a great many manufacturing purposes, bakers, etc.

The trading so far on the 1916 crop for future delivery has been light and there is but a small short interest out at the present time. The sales that have been made run in price from 5 to 5¾ cents for boxed prime and these prices mean about 4 to 4¾ cents to the maker. Taking conditions with the higher cost of labor, fuel, etc., these prices are low and look below the actual cost of production. A number of dryers say that they will not try to run their plants unless there is an improvement in prices. A number of dryers will not run anyway, as in certain sections there will be no apples to dry and make it worth while.

O. J. Delmarle & Co.
Rochester, N. Y.

—

Foreign Grocery Specialties.

Pure edible olive oil last week brought a rather serious advance in price from practically all European olive producing countries. The finest edible qualities are very scarce and supplies are rapidly being exhausted. Our reports, which we consider absolutely reliable, are to the effect that lower prices may not be expected in the near future for olive oil. On the contrary, our friends confidently expect further advances.

Spanish Red Peppers (Pimentos).—Stocks of last season's crop are confined to a few importers. The market is very firm for spot goods, while new crop pimentos are quoted somewhat below to-day's figures. Spain reports that the crop does not look at all good, and we understand that some packers have advanced their prices during the last week. The pimento crop is a very uncertain factor, and not until the crop is harvested may one be sure of the size of the crop. At any rate, new crop pimentos usually do not come to this market before about the close of the year, and it seems to be the opinion of well-informed and conservative interests that forward sales at low prices may prove a very non-remunerative venture.

Cables report that the Italian Government has prohibited the export of garlic, creating a flurry in the garlic market, but stocks being rather unimportant and the demand really not as good as usual, the excitement died away very quickly, although prices for garlic are strong and tending higher, owing to the short supply of keeping quality goods. Like in many other similar instances, it is expected that the Italian Government will give permits without very much trouble to exporters to ship garlic to the United States. Of course, we may be mistaken, but this is our opinion.

Strohmeyer & Arpe Co.
New York.

—

Imported Fish Specialties.

As far as the demand is concerned, the herring market has shown a further improvement during the last week, although prices are practically unchanged. Last week the steamship "Gullfoss" arrived in New York direct from Iceland with a cargo of new Iceland fat herrings in barrels, representing the first new Iceland herrings arriving this season. The quality of this cargo is unquestionably the best that has ever been brought to this country.

Our agents in Norway report that the Government has not as yet rescinded its order prohibiting the export of mackerel, but exporters have made an application for a permit to export mackerel to America, and hope that the Norwegian Government will grant s
permission, at least, in exceptional ca
Our agents in Sweden report that
export of all dry, salt and prepared
has been prohibited by the Swedish G
ernment.

The sardine catch in European wa
has not shown any improvement du
the last week. The demand still c
tinues very good, supplies are un
portant and prices unchanged.

Strohmeyer & Arpe C
New York.

—

Spices.

The market is fairly active, with
price changes in Spanish grades. F
eign markets quote higher prices t
in effect here. There will be an unus
demand for spices over the balance
the year, and we advise that it is v
to be covered on all articles in the
Pepper.—There is not much cha
in value to report this week, though
market is a little firmer in both bla
and whites. Cables from abroad qu
very much higher figures than in eff
here.

White Peppers.—Are now reported
limited supply at present prices.
looks to us as though the spot mar
should advance.

Red Peppers.—Steady and in bet
demand for all grades.

Cloves.—Steady and in better dema
Cloves are firmer and slightly higher

Pimento (Allspice).—In better
mand at steady prices.

Mace.—Prices are unchanged.
mand is better this week.

Nutmegs.—Firmer prices are n
quoted for both spot and futures.
article has been in active demand t
week and spot supplies are now h
firmer for all sizes.

Cassias.—Cables are sharply higher
all China grades, though spots are
changed. Batavia and Saigons in f
demand at unchanged prices.

Gingers.—Are quite neglected a
unchanged in all respects.

Green Ginger Root.—In better d
mand. Prices slightly lower, due
some recent arrivals.

Seeds, Herbs, Etc.—There is more a
tivity in this line than in spices. Co
iander advanced fully 2½ cents p
pound during the week and high
prices are probable. Anise and son
grades of poppy are higher. Celery a
caraway are firm. Sage and swe
herbs in active demand.

McCormick & Co.
Baltimore, Md.

—

**The "Modern Merchant and Groce
World" Warned Against This
Scheme Several Months Ago.**

Harry A. Van Auken, said to be vic
president of the International Autom
bile League of Buffalo, who has been
jail at Uniontown, Pa., since March 8t
charged with conspiring to defraud b
Fayette County officials, has entered
plea of guilty and has been paroled fo
two years. A. C. Bidwell, president o
the League, was also indicted, but is t
be tried in the Federal Courts of Ne
York State early this fall. Bidwell ha
moreover, been forced to pay back a
of the money taken from Fayette Cou
ty people by agents of the League an
pay back all the expense to which th
county and individuals have been put i
prosecuting him and his agents. Th
post office fraud order issued on Au
gust 3d against the International Auto
mobile League, and subsequent frau
orders against concerns formed to evad
the first order, have put the League ou
of business completely.



Foods Attractively Displayed Sell Quickly

The more appetizingly you display your perishable foods the more inviting they will be. Your customers will readily buy additional edibles if you display these foods attractively and keep them fresh and palatable.

Correct refrigeration in nicely built counters or cases will accomplish this for you. In addition the preservation of these perishable foods will wipe out a good part of your loss through waste and spoilage.

McCray Grocers' Refrigerators

The McCray keeps all perishable products in perfect condition—attractively displayed of easy access for your clerks and easy selection for your customers.

The McCray patented system of refrigeration produces a circulation of pure, dry air in every compartment. All odors and moisture are automatically discharged, through a water-sealed drain pipe. Food is kept absolutely fresh, wholesome and enticing. All danger of taint and spoiling from contact with other foods is eliminated. The McCray complies with all legal requirements in regard to the display of perishable food products.

The McCray may be arranged for either ice or mechanical refrigeration. We have them in a large variety of stock sizes or built to order to fit any space or store arrangement.



Ask Us To Send You the Following Catalogs:

No. 70—For Grocers and Delicatessens.
No. 92—Regular Sizes for Residences.
No. 61—For Meat Markets and Gen. Storage.
No. 50—For Hotels and Restaurants.

McCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Was I Right Here?

Well, I did something last week that I suppose I was a blamed fool for doing. It's the second time I did it since I was on the road.

I told a customer I'd never sell him another cent's worth. It wasn't because of any scrap him and I had, either; I suppose that's the foolishest part of it.

It was because of the way he talked to one of his own customers, and her a woman. I own up that wasn't any of my business, but it happened right before me and I couldn't have helped getting hot and butting in, if I'd a died for it.

The upshot of it was, I told him it was all off between him and me because I didn't like him. It was pretty foolish in me, because nobody can afford to be as independent as that—saying they'll only sell to folks that they like. Howsomever, I'm glad I did it. I'm glad I don't have to go in there any more. And anyway, I didn't sell him much, so it won't make a heap of difference after all.

This man sells mostly meats. He has a grocery and delicatessen but most of his business is meats. He has a big meat business. Before he opened this store in the town where he is now, he had a place in a town about seven miles from there and I didn't sell him, but I'd heard about him, and he didn't have any too good a reputation there.

They said you had to watch him or he'd short weight you.

Well, I got my dose of him twice. Once about a month ago I was in there waiting for him, and a woman about sixty years old came in. The reason I looked at her some was, she looked like my mother and anything that looks like mother looks good to me.

She had a bone to pick with the boss.

"Mr. ————," she said, "I ordered rib chops over the phone yesterday and you sent me shoulder chops. When I order rib chops, I want rib chops and I don't want anything else, please."

You fellows that sell meats are wise to the fact that rib chops are three or four cents better than shoulder chops.

"Nothing of the kind!" he said, mad as a wet hen, "I gave you loin chops, just what you ordered!"

You know there's two ways of saying that. You can say it polite and you can say it ugly. He said it ugly.

"Now see here, Mr. ————," she said, "I know the difference between rib chops and shoulder chops, and they were positively not rib chops at all."

"I know better!" he said loud. "Here's what you got." And he pulled down a hunk of meat. I don't know much about meat, except whether it's tender and tough, and I don't know what it was, but as he was using it as an argument I suppose it was rib chops.

She didn't say any more, but her face got red and she went out. He's just as likely to sell her again as I am to wear corsets to church next Sunday.

"You d——n fool," I said. (To myself.) Even if he was right he could have said so different from that. And between you and me, sizing up that woman and knowing something about him, I'll bet *she* was right and he had tried to put one over on her.

Well, I got through my business with him, and went out with a bad taste. I'd rather meet a wild cat than a d——n fool.

But it happened again, when I was in there last week. This time a little girl about thirteen came in and kicked about short weight on a roast of beef.

"Mother says that roast she got yesterday was almost a pound short," she said. "You charged her for five pounds and it was only four pounds, two ounces."

"Tain't so!" he said. "My weights was right!"

"Well, she had two of the neighbors in to see her weigh it," said the girl, "and that's what it weighed."

"You go home and tell your mother she don't know what she's talking about," he said. "An says I don't give full weight

Her little face got red an went out. Can you see her *or any of her friends* going If you can, you've got bette than I have.

By that time I was almos convulsion. Still, I didn't sa thing. The time hadn't come came around to me all het u give me my chance right o reel.

"What d'ye think of that d little fool?" he said.

"Which d——n little fool d mean?" I said, "you or the girl? I only saw one."

It hit him hard because he expecting it. He started to ter and spit.

"I don't know who's righ said. "If you're right an weight was all right, then only a plain d——n fool, and

Weekly Window Display Suggestions



Cocoa Display.

This makes a very neat display. To arrange, first cover the bottom of window with brown crepe paper. Along the front arrange small cans semi-circles. In back of these, in the center, place a large sign card and either side of this arrange different brands in small pyramids. To the and in the center, place a small flat box. Cover with a white cloth and it place a tray holding a chocolate pot and some cups and saucers. At e side place a pyramid of large boxes of cocoa. Back of the tray place of a large hoop covered with white paper and letter in black. Twist s strips of brown crepe paper and arrange as shown in illustration. S price tags can be placed on each kind, or the sale price can be arran to suit the merchant.

If she was right and the ght was short, then you're not a d——n fool, but you're a —n thief. No matter which it ou and me can't get along. I t like a bone in your body and can go to the devil. You ain't all the other things I called but you're a plumb jackass!" nen I went out and walked it forty miles before the steam all gone. I felt bully, though. hat chump probably spends e of his time writing in to some e paper to tell him how he can pete with the chain stores! Vell, there it is. What do *you* ws think about it? ve just read this over and it does read cussy. Almost like of Billy Sunday's sermons. the same, it's all here and it's rue. THE STROLLER.

y Cash Discount Is Abused.

lit Men Say It Is Because the stom Has Always Been for the yer to Deduct It Instead of mitting in Full and Getting a eck for the Discount. Thinks Ought to Be Done the Latter ay.

ne National Credit Men's Asso-on has sent this paper a state-t in which it discusses cash dis-ts, and tells why in its judg-, the cash discount has come e abused both by jobbers and lers, usually by deducting it the discount period has ex-l. From the statement we take following:—

Chief among the reasons for the se of cash discount terms is that premium is taken by the buyer l not directly given by the seller. f, at the origin of the cash dis-nt system, provision had been de that should the buyer remit the invoice within a specified e the seller would send him a ck for 2 per cent. of the face of invoice or give his account dit for that amount, the history cash discount terms would have en quite different; but as the yer has the power to take the mium in remitting, he has felt frequently that rather than lose cash discount he would exact it, matter when payment is made, l use threats if his exactions are posed.

The giving of the premium has couraged abuses also. When yers for large enterprises are ving hard bargains with the sell-of merchandise, one of the atest evils that has occurred un-the cash discount system is the d and unusual terms demanded such buyers who have not recog-ed that in the effort to make un-al terms they are doing the cash count system a great hurt and, in t, creating sentiments for its blishment.

Used in Dozens of Dishes



Borden's Peerless Brand Evaporated Milk Has a Big Sale for Cooking Purposes

BORDEN'S EVAPORATED MILK is not only used for tea, coffee and cereals at the table, but many delicious dishes can be made from it. It is better than raw milk for many dishes, because it is so rich and creamy. Encourage your customers to bake cakes, cookies, doughnuts, to make soups, pies and croquettes with BORDEN'S EVAPORATED MILK. They will be pleased with its flavor and quality and will become steady purchasers, thus increasing your sales. All your customers buy milk and YOU ought to sell it to them; you can if you try. BORDEN'S EVAPORATED MILK is made by the most modern process—only the water is taken out of the milk and absolutely nothing is put into it. Our constant advertising and established reputation makes BORDEN'S EVAPORATED MILK easy to sell.

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

Established 1857 **NEW YORK**

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"You can always depend on BORDEN'S EVAPORATED MILK because it is made from the richest cow's milk by a sanitary process that preserves all its food value and creamy richness. Try it this week."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



No. 383.—Watch Your Contracts or Order Blanks for These Clauses.

Almost every written or printed paper in the nature of a business contract, which comes to me nowadays, has a clause in it which is intended by the seller to remove his responsibility for any verbal statements which his salesman or agent may have made in making the sale. The substance of the clause is: "This paper is the entire contract, and the seller is not responsible for verbal statements made by salesmen."

So general is this practice becoming that is behooves business men more than ever to-day to see that they do not make purchases or contracts on verbal statements which are not incorporated in the written contract or order blank. If they do, and the paper contains the provision I have referred to, the buyer will often find the transaction wholly different from what he expected it to be.

A case has just been decided by a Southern Appeal Court which shows very clearly what I mean. A salesman went to a merchant who was in the market for a particular kind of a machine, and he represented to him that his machine would do a certain kind of work. He was not general in his remarks; he was specific, and he told in detail just what kind of work the machine would do.

The merchant believed him and placed an order, not thinking it worth while to examine the contract, to see if it contained anything which disagreed with the salesman's verbal statements. As a matter of fact, the order blank contained only the following about the work which the machine would do:—

> It is warranted to be made of good material and durable with good care, and to be capable of doing more and better work than any other machine made of equal size and proportion working under the same conditions on the same job, if properly operated by competent persons, with sufficient steam or horse power, and the printed rules and directions of the manufacturer intelligently followed. The condition of the foregoing warranty is that if, after a trial of ten days by the purchasers operating in the manner specified, said machinery shall fail to fulfill the warranty, written notice thereof shall at once be given.

Nothing whatever here about the *specific* work which the machine would do.

Later a dispute arose over the work of the machine, the buyer claiming that it would not do what the salesman had said it would do. The seller brought suit, and the case was tried, the buyer relying upon the verbal representations of the salesman. He lost at every point. The court said in substance: There were two warranties here. The salesman's verbal representations as to what the machine would do constituted one, and the written language (reproduced above) constituted another. But the written warranty entirely superseded the verbal one, and the buyer had no right to rely upon the verbal warranty at all.

The buyer here also fell down by not notifying the seller that the machine was not satisfactory, but even if he had done that, the decision, I take it, would have been the same, viz: that the statements of the salesman were out of the case, because the written contract contained something inconsistent with them.

How could this buyer have saved himself? By saying to the salesman: "Here, you put what you say in the written contract."

Of course, sometimes fraud is behind these contract provisions as to the seller not being responsible for verbal understandings. Sometimes a sale will be deliberately made by false representations, the responsibility for which the seller seeks to disavow by some such clause as the above. He will not be permitted to do so, if there is fraud.

Such a case was recently decided. The seller told a lot of lies his goods and then made his sign a written contract conta the following:—

> This is the only contract mad us, and it is not to be cha or varied by any promises or resentations by ourselves or people.

The buyer soon found he been done, but when he start show up the seller's false rep tations, the latter pointed t above clause in the contrac smiled triumphantly. The however, soon changed the umph into defeat. The ruling as follows:—

> If the seller made staten which he knew or should

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Don't Talk High Prices.—The other day a clerk was overheard elaborating in the most indignant fashion upon high prices. A big mistake. Let the consumer do that. To be sure, you can't deny it and you can't argue it down, but the condition is entirely out of your hands, as well as that of your employer.

You say our stock of so and so was bought before the big advance, and why not give the people the benefit of it?

If your house cost you $3,000 ten years ago and property in your neighborhood had advanced 100 per cent. in that time, wouldn't you be perfectly justified in asking $6,000 for your house if somebody wanted to buy it?

No good merchant *always* sells his goods on the basis of cost. He does on a steady market, but to do so on a market like the present one would be utter folly.

* * *

You're Included In the Investment.—Your services are bought and paid for the same as stock. Stock is valued according to quality—so are you. The quality of this stock put on the market under a certain label must be sustained. Likewise you. There must be no flogging of duty. No suspension of loyalty. No petty acts of hishonesty. This investment of *"you"* needs the most careful scrutiny by *"you."* There is danger in backward slides. There is a lurking tendency in many clerks and many men that are not clerks to "lay down on the job." It is then that you begin to be classed as a non-paying investment. That is where the importance of this scrutiny comes in. Am I growing in value to my employer? Am I developing in myself all of my facilities for a more efficient discharge of my duties? Am I preparing for a more important position? Do I deserve promotion? Deep down in my heart am I i with my job? Do I at all tim operate with the policy of the co

These are the questions tha should constantly put to yourse if they can be answered in the a tive you may be pretty sure o success.

* * *

To Be Healthy Is to Be R Because health is everything. Besi is natural. Divine economy made Glory in your health. Don't about the money end. A l grouchy, dyspeptic, whining cler radiate his mental condition (and mental) to a hundred other m they let him.

But your healthy, wholesome, b eyed, cheerful clerk is a joy fo We get his spirit or his inspirati whatever you like to call it, in sp ourselves.

So do customers. The man wh the big following is the man who vates the cheerful heart. The souled manner.

True, we can't all possess this of manner and this continuous opti spirit, but we can all at least i it and the act of imitation will tually bring about a changed co in ourselves.

As a matter of fact, no man is to serve the public as a public until he is ready to renounce sou and sourness comes too often fr distorted view of our little ills. your customer with a cheerful smil let her feel that you are just as he as the business you represent and as successful.

The bed and the bath are great But the bright lights and all tha with these bright lights are antis.

And this is from one who knows

own were false and thus induced buyer to purchase, relying on h statements, the effect of such ud cannot be overcome merely a contract expressly omitting rranties. Because the fraud was successful as to induce the buy- to take a contract without a war- nty is all the more reason that re should be liability on the ud.

o that where the verbal state- ts of a seller, or his salesman, fraudulent, the buyer can ys take advantage of them, no ter what the written contract about it. But where they are deliberately fraudulent, or re they are only inconsistent the written contract, he ot. It is very hard to prove berate fraud, incidentally.

(Copyright, October, 1916, by Elton J. Buckley.)

—

uestion: J. H. C., N. Y.—I e an idea of having a small sh made, open back, and will the Sanitax Brush Co., of Chi- o, have this idea in the brush nufactured by them, as to the n back construction, but not in brush of my description in e. However, the open back is same as theirs, but my plan of ention is a brush not sold at all them, being for a purpose not pted by the Sanitax Co. at all. ll you kindly advise me person- if such a brush can be manufac- ed with the Sanitax idea, but a erent brush in style?

nswer.—The answer to this de- ds on what the Sanitax patent ers, if there is a patent. If the ent is on the open back principle, will almost certainly cover all shes. No patent attorney would tect the principle for one brush y. I should think that anything t would do along the line you gest would almost certainly be infringement. The only way to definitely is to get a copy of Sanitax patent. Of course if re is no patent, you can use the n back construction without re- iction, except that you can't make rush that imitates theirs. A copy the patent can be obtained from e Patent Office at Washington.

—

NOTE.—Requests for information in s department should tersely set out full all the facts bearing on the case, l all questions should be carefully med to avoid misconstruction. Write one side of the sheet only. Letters uld be received at this office not r than Tuesday of each week, to en- e an answer in the Monday's issue lowing. The signature and address the writer must accompany all in- ries, and will be published un- s there is a request not to do so. All uiries received will be answered hout charge. Address all communi- ions to Legal Editor "Modern Mer- nt and Grocery World."



Putting Sugar in Bags is Factory Work

just as much as canning vegetables or bottling ketchup. You keep a STORE to SELL goods, not a FACTORY to PACK them. All your time should be spent in "doing things that pay" and it DOESN'T pay you to put up sugar.

FRANKLIN CARTON SUGAR is ready to sell when you get it. All you have to do is to take the CARTONS out of the CONTAINER in which they are packed and put them on your shelf. And FRANKLIN CARTON SUGAR is ALWAYS ready to sell, ready to hand out to customers, as convenient for you as canned or bottled goods. The FRANKLIN CARTON enables you to make a positive profit instead of a loss on sugar sales because you save bags, twine and labor, and there is no loss from overweight. You can make this profit on all your sugar sales, because we pack all fast selling grades in the FRANKLIN CARTON, including FRANKLIN GRANULATED, FRANKLIN CUBE (Dainty Lumps), FRANKLIN DESSERT & TABLE, FRANKLIN POWDERED and FRANKLIN XXXX CONFECTIONERS' sugars.

You can buy FRANKLIN CARTON SUGARS in the original CONTAINERS of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING COMPANY

PHILADELPHIA

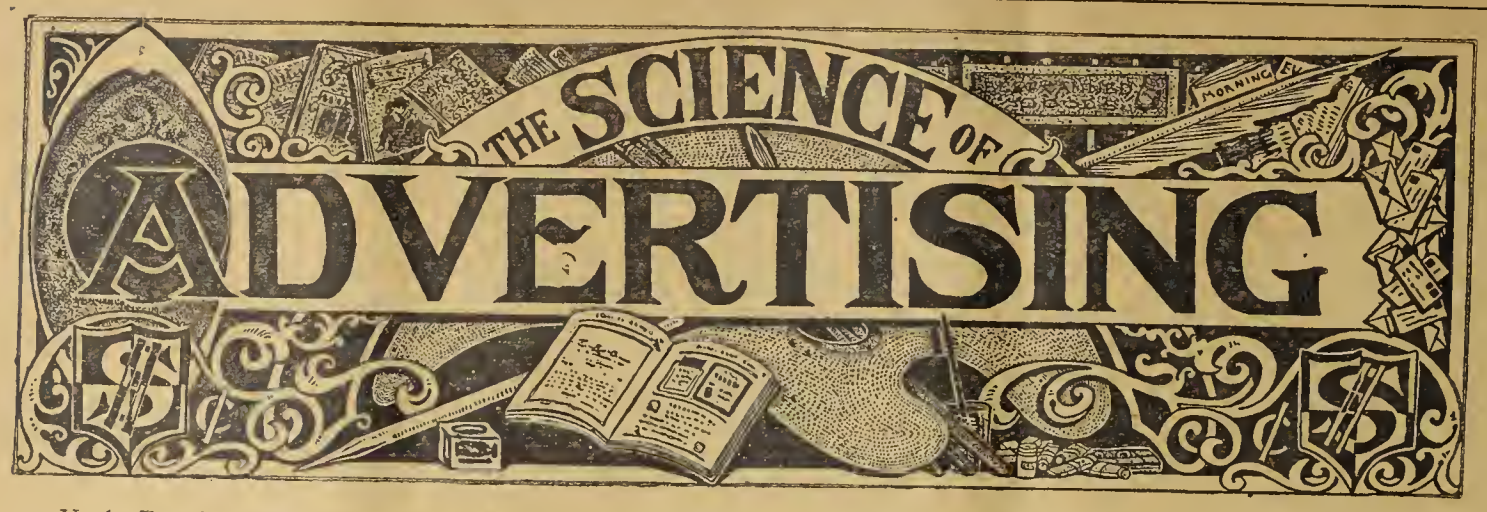
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar," FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — OUR WORD IS

WHAT TO TELL CUSTOMERS

"We are now selling the famous **FRANKLIN CARTON SUGAR,** known everywhere for its purity and quality. The carton keeps the sugar clean and dry and it won't burst in handling and let the sugar get mixed up with the rest of your order."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



York, Pa., September 14, 1916.
Editor "Science of Advertising."

Dear Sir:—I do not believe any advertising helps the business of the "corner grocer." It only brings the miser and bargain hunter to the store, and they are a nuisance to a business in a neighborhood. They pick out the advertised staples and it is impossible to make anything on that class of people. It pays for a clothing dealer to advertise $20 suits for $14, and still be $4 to the good. It also pays for a chain store to advertise. It brings them all the misers and bargain hunters from all the neighborhoods and there they buy by the basketful, considering every article to be a bargain. But the corner grocer who has only a limited supply of customers, with a very few misers and bargain hunters, and who is compelled to do a square business, without any "bluffs" or "just as good" articles, it is up to him to get fair-minded customers and not bother with the misers and bargain hunters.

The inclosed circular cost me about $5, and I don't think it made $2 extra for me. I am sure I am no exception in the matter.

Let us hear your opinion about it.

Yours truly,
D. JASPAN.

This is rather a pessimistic view of advertising, though without doubt there is some truth in it. The bargain hunters are everywhere, however, and cut prices always seem to find somebody to tempt. The Circular Mr. Jaspan sends was 9 x 12 inches and was printed in black on paper which was not more than fair. Below is the reduced reproduction.

* * *

There are some low prices here and I have no doubt that they brought some orders, but all the same I shouldn't expect this circular to get a lot of business. Personally, I shouldn't want it to, I think, not at 12 cents for Cream of Wheat and 4 cents for Ivory soap. Mr. Jaspan gives me the impression that he is in a small neighborhood. If he is, I should never try the cut-price method of advertising on it, for he is spoiling his own small opportunity. He can't go outside of it, I assume, and when he has all the people in it educated to the cut price idea, he will find it very hard to get away from. I should work the quality advertising idea in a small neighborhood just as much as I could, always provided there are people there who can be appealed to on the score of quality. It is a very bad advertising idea to teach people to use only the cheapest foods, unless they absolutely cannot afford anything else. It not only kills profits, but it degrades their taste so in time they become willing to take anything. I would never exploit 13-cent coffee. It is all right to sell it, if you have a demand for it, but I should never educate my customers to use it. It can't pay much profit and it can't give satisfaction to anybody who knows what good coffee is. It is a poor system. All high grade advertisers agree that the best part of advertising is to get people on high grade goods, not only because they pay the dealer better, but because they always suit the customer better. It is all right to offer drives, but my plan would be to offer one or two, instead of making a drive of everything, and to put in the balance of the time on good strong quality talk. If Mr. Jaspan would do this I believe that he would not have occasion to say that he got only $2 back from his $5 expenditure.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the E of Science of Advertising. They be taken up in strict rotation.

D. JASPAN

Established 1901.

We conducted merchandise business at 900 W. College Ave. for 14 successful years. The reason of our success is the high quality and low prices of our goods. To convince yourself, read our prices and the prices you were paying for a cheaper grade of merchandise.

Laundry Starch, the kind mother used, per lb.	3c	New Lima Beans, per lb.	8c
Ivory Soap	4c	New Hominy, 2 lbs. for	5c
Fels Naptha	4c	Good Rice, per lb.	5c
P. and G.	4c	Good, Tasty Mince Meat, per lb	10c
Sunny Monday	4c	Not-a Seed Raisins, per pack	12c
Sweetheart	4c	Citron, per lb.	16c
Haskins' Pumice Soap	4c	Lemon Peel, per lb.	15c
Gold Dust	4c	Orange Peel, per lb.	15c
Star Powder	4c	S. S. Butter Crackers, per lb.	10c
Campbell's Baked Beans, with Tomato Sauce,	8c	Royal Lunch Crackers, per lb.	10c
Wagner's Baked Beans	8c	Special Pretzels, per lb.	10c
Shredded Wheat Biscuits	10c	Don't pay high prices for Coffee. Our 13c Coffee is delicious. Try it.	
Jersey Corn Flakes	10c	Jell-O, all flavors	8c
Puffed Wheat	9c	Puddine, all flavors	8c
Puffed Rice	13c	Mixed Nuts, per lb.	16c
Cream of Wheat	12c	English Walnuts, per lb.	16c
Post Toasties	8c	Filberts, per lb.	15c
Ross Biscuits	8c	Best York County Potatoes, per half peck	9c
Mother's Oats	9c, or 3 for 25c	Brook-Dale Pink Salmon, per can	9c
Hecker's Buckwheat	9c	Mixed Candies, the kind everybody likes, per lb.	10c
Hecker's Flapjacks	9c	Dried Beef, sliced with U. S. slicers while you wait, per one-fourth lb.	10c
Eagle Brand Milk, per can	13c	5000 dozen sheets of writing paper, smooth and lined, while they last, per doz. sheets,	1c
Pet Brand Evaporated Milk, per can	3½c	5000 doz. Envelopes, all kinds, per dozen	1½c
Good Corn, per can	7c		
Good Peas, per can	7c		
Hershey's Cocoa, per can	5c		

We carry a full line of NOTIONS, UNDERWEAR, LINEN COVERS and MEN'S FURNISHINGS.

Competition is a joke for us.

D. JASPAN,

No Goods Delivered. 900 W. College Avenue.

Public Hearings on Standards Spices.

A public hearing on definitions standards for spices will be held in York on October 16, 1916, by the Committee on Definitions and Stan representing the U. S. Departme Agriculture, the Association of O Agricultural Chemists and the As tion of American Dairy, Food and Officials. All persons interested a vited to attend. Those who desire present their views in writing t secretary to the committee, Burea Chemistry Building, Washington, D on or before the date set for the ing. It is desired by the committ obtain all possible information fro trade and others on the question of nitions and standards. The hearing be held at 10 A. M. on October 1916, in the office of the U. S. Food Drug Inspection Laboratory, R 1,012, Appraiser's Stores, Christo and Washington streets, New Y N. Y.

Wholesale Grocer Promot Latest Co-operative Buyi Plan for Retailers.

Will Organize New Corporation Sell Stock to a Thousand Retail Who Buy of Parent Company, Cash and Are Supposed to Helped to Meet Mail Order C petition.

The latest co-operative buy scheme for retailers is being veloped by a wholesale groc house of Sioux City, Iowa—Tol ton & Warfield Co. It is a v ambitious enterprise, but is report to be meeting with considerable position.

The facts are as follows: A n company called the Council O Co. has been organized. Merchan are induced to buy a half share common stock for $50, and fi $100 shares of non-voting preferr stock. They can give a note f this $500 if they choose. Th then have the privilege or rather a expected to buy their goods fro the Council Oak Co. at Sioux Cit which is to be the selling agency f Tolerton & Warfield Co., and tw factories, part of the same orga ization but under separate manage ment, the Sibley-Hess Co. and th Johnson Biscuit Co., also of Siou City.

They are to pay cash for all o their goods and the company is t investigate mail-order competitio and supply goods with which t meet this competition. Also th

ɔany is to get out a store paper
h is to be made applicable to
various stores, the expense of
h is to be pro rated among the
ɛs. They will also prepare ad-
ising matter for the store to
and they hold out offers of
r similar service.

ɦc plan is to incorporate for
),000, with a thousand shares of
mon stock, with a par value of
) a share, and five thousand
ɛs of preferred stock with a par
c of $100.

hc plan contemplates getting a
ısand merchants, each taking a
a share of common stock and
shares of preferred stock. Tol-
ɔn & Warfield, the promoters,
going to keep 51 per cent. of
common stock.

Grocery Cafeteria Idea Seems to Be Growing.

he Bay Cities Mercantile Co., of
ta Monica, Cal., has had so much
ɛss with the grocery caféteria idea
ait on yourself), that plans are being
ıpleted to open seven more groce-
as. The company now operates eight
ɛeterias, together with a distributing
ıt at Santa Monica. The seven are
Venice, Ocean Park, Santa Monica
Sawtelle. It is understood that the
ɛn proposed new establishments soon
be opened will be in other beach
ɛs, possibly Hermosa Beach, San
lro and Long Beach. Recently a
ɛe-story wholesale building was com-
ɛd at Santa Monica, and a stock of
ɔut $50,000 carried there. This is
d chiefly as a distributing center for
the stores, although a semi-jobbing
ɜiness is done also. The company
v publishes a 64-page catalogue
nthly in which the groceteria idea is
ɔlained and a large number of deeply
prices are quoted. The stores are
ɛrated without a counter, show case,
rk, scales, telephone, delivery wagon
fixtures of any kind. The people
lk in, help themselves, get just what
ɛy want without waiting for it, and
y the cashier, who checks up their
sket or bundles as they pass out
nong the prices regularly quoted in
ɛ company's catalogue are the follow-
g:—

Ten ounce K. C. baking powder, 8 cents; 25 oz. K. C. baking powder, 20 cents; Royal baking powder, 1 lb. can, 40 cents; Baker's Premium chocolate, 37 cents; Ghirardelli's ground chocolate, 1 lb. can, 28 cents; Ben Hur, Newmark's, Red Hussar and Iris coffee, 1 lb. can, 35 cents; Cream of Wheat, 15 cents; Grape Nuts, 12 cents; 5 oz. oysters, 9 cents; pink salmon, 9 cents; tuna ½s, 12 cents; Welch's grape juice, pints, 20 cents; quarts, 40 cents; evaporated milk, large, 8 cents, for any brand except Carnation, which is 9 cents; Ben Hur soap, 4 cents; Rub-No-More soap, 4½ cents; Campbell's soups, 8 cents; Karo syrup, 9 cents, 11 cents, 26 cents and 50 cents; Del Monte pumpkin, 10 cents.



Have You a Sunshine Rack?

Every Grocer should have this "silent salesman" where it will attract the attention of customers, because it increases your sales of

Sunshine Biscuits

Ask the Sunshine Salesman

He will tell you about this beautiful and effective fixture and the help it will be to you. The SUNSHINE Salesman will also tell you about sales plans that will bring you increased profits.

You can make more money by pushing

Sunshine Biscuits

because they will please your customers by their wide variety as much as their Quality, Flavor and Freshness; women are always looking for suggestions for luncheons, teas, parties and "nibbles" for the children, and there's a SUNSHINE Biscuit for every taste and every occasion.

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — OUR WORD

WHAT TO TELL CUSTOMERS

"This is my rack of SUNSHINE Biscuits—full of suggestions for you."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.
JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.
S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.
ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.
C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.
L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.
HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 136.

Ten-pound Micrometer Scale; price new, $30; our price, $15; good condition. TAUBERT & MILLERCHIP,
410 Totowa Ave., Paterson, N. J.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.
P. L. CLASE, SON & Co.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.
EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off retail list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 142.

50 cases 12-oz. A. P. W. Full Weight Brand toilet paper, 100 rolls to a case, $6 case.

10 cases Picnic California Apricots, 85 cents doz.

15 cases Indian Cornstarch, 75 cents doz.

50 cases Sano Cleanser, 4, $2 case.

15 cases ½-lb Yellow Tail Fish, 75 cents dozen.

20 cases assorted Nesnah, 60 cents doz.

25 cases No. 2 Red Cherries, 75 cents doz.

15 cases No. 3 New York State Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 cents doz.

200 Egg Crates, at low price.

20 gross Sanitary Jar Caps, 50 cents gross. WITMAN BROS.,
40 N. Tenth St., Harrisburg, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.
"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, by the American Sales Book Co Elmira, N. Y., in good condition; a Filing Box for sales slips, which with it. Cost new, $85; will sel $15 cash, f. o. b. Freehold.
CHAS. MOUNT & Co
91 Throckmorton St., Freehold,

Important Notice to those Advert in the Exchange Department

If the goods advertised do not after four weeks, will the owner k notify us, so that the offer may be continued? We desire to keep th partment as clean and fresh as pos and if goods don't move in four w they will probably not move at all.

A Sales Repeate

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.



We Are Helping You Sell Chase-O

Every new customer you get on **Chase-O** makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

swers to Want Advertisements inserted in this department may be addressed to the "Modern ant and Grocery World" when desired, provided the advertisement is accompanied by ten cents in to pay for remailing the same. The price of each insertion is two cents per word in advance.

USINESS OPPORTUNITIES

SALE.—$9,500 will buy good will, fixtures, coffee roasting machinf prosperous retail cash coffee and usiness, with excellent reputation large following. Location, Philaia's best business street. Business etted excellent profits for the past years. This is a clean, straightrd, honorable business proposition vell worth the price named. For ulars address J. N., care Grocery d Publication Co., 927 Arch St., delphia. 13

HELP WANTED

NTED.—Grocers' tea and coffee nan to handle my line of store es on commission. H. F. Heacock, Second St., Philadelphia, Pa. tf

R SALE OR RENT

STORES.

SALE.—General country store rty and stock about $7,500, doing a ss of $25,000 per year on stock s than $4,000, with two men and helper. A rare chance; in rural t; convenient to churches, schools, d, etc. No huckster routes; no Can be increased $5,000 without much effort. Buildings new. Address "M. K.," care "Modern Merchant and Grocery World." 18

FOR SALE.—Stock of general merchandise and fixtures, invoice about $1,500; in town of 600, in York County; churches, schools, manufactories and good farming country; rent low for store and dwelling; sickness and death cause of selling. Address A. B., care Grocery World Publishing Co., 927 Arch St., Philadelphia. 13

FOR SALE.—The most up-to-date general store in a town of 3,000 people, doing a big business and growing fast. The reason for selling is going in the wholesale business. The best location in town. All information will be given to real buyers. Building is 40 x 70 feet, three stories, and warehouse attached. Address Box 225, Manheim, Pa. 14

FIXTURES.

FOR SALE.—Refrigerator, in good condition; size 7 x 7 x 10 feet high; price $50. Address Fred. C. Berrien, 8000 Frankford Ave., Philadelphia. 15

FOR SALE.—Practically new National cash register, registering from 1 cent up to $3; total adder. Obtained it with a bankrupt stock and not registered over $300 total. Cost $50, will sell for $40. Address J. H. Herr, Ephrata, Pa. 15

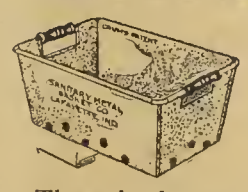
WANTED

WANTED.—I would like to buy the following second-hand, but in good condition: One electric coffee mill; one micrometer scales, ten or five pounds, and several floor cases. Address P. R. Shellenberger, Willow Street, Pa. 15

MISCELLANEOUS

WANTED.—Mr. Manufacturer, if you have a quality article and wish to get distribution in Rochester, N. Y., and vicinity, write me. A. N. Bateman, 61 Cornell St., Rochester, N. Y. 15

FOR SALE.—Potatoes. Prices reasonable. Address John B. Lehman, potato grower and dealer in home-grown potatoes from farm to buyer, Middletown, Pa. Bell phone 14-R 3. 14



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.



If you can't buy from the manufacturer, be your own manufacturer

You can make all your own peanut butter with a **Quaker City Mill,** which we will send on thirty days' trial.

Just figure out how much you can save—besides being able to offer your trade absolutely fresh goods.

Even where you can buy from the manufacturer, it will pay you better to be your own.

Write for literature.

The A. W. STRAUB COMPANY

3722-32 Filbert Street

PHILADELPHIA, PA.

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, OCTOBER 2, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
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Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
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Peas	14
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Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Butter
Cheese
Eggs
Flour
Provisions
Lard and Compound, Swift's

DECLINES.

Fresh Fish
Dressed Meats

—1—

SUGAR.

	Barrels.
Cut Loaf	8.05
Eagle Tablets	8.90
Crystal Dominoes, 24 5-lb. pkgs	9.90
" 60 2-lb. pkgs	9.90
Patent Cubes	7.40
Confectioners' Lozenge	7.05
Powdered	7.05
Fruit Powdered	6.90
Dessert and Table, 2-lb. cartons, 48 lbs.	7.20
Granulated, fine or standard, McCahan	6.95
" " Franklin	6.95
" extra fine, bbls	6.90
" " 2-lb. bags	7.30
" " 5-lb. bags	7.30
" " 10-lb. bags	7.20
" " 25-lb. bags	7.10
" " 100-lb. bags	6.90
" coarse	7.05
Confectioners' Crystal A	6.90
A Confectioners'	6.80
A No. 1	6.75
A No. 2	6.70
Franklin B	6.55
Extra C	6.30
C	6.15

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz, per bbl.	12.25

Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans ree	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23
Mocha Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¼
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins...per box	.....
Tomson-Hummels, tin, ½ gross.....per gross	2.60
" imp., ½ gross... "	2.15
Floto's, improved, ½ gross	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs.... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30–60 lbs	.29
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. boxes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	per box

JARS AND JAR RUBBERS.

Mason's—	Pe
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Pe
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz	per doz.

CATSUP.

Snider's—	Pe
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tabasco, ½ pint, 2 doz	

KETCHUP.

Curtice's "Blue Label," Tomato—	Pe
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

l Beans—
ter's 1.00
& M., No. 2 ..... 1.20
npbell's, 16 oz., tomato sauce or Boston yle ..... per case .....
der's, No. 2 ..... 1.40
Camp's, No. 2 ..... 1.40
iksbank's, No. 2 ..... 1.35
nz's, No 2 ..... 1.40
;'s Head, No. 3 ..... 1.45
:ory, No. 1 .....
toes—
ndard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .80
" " No. 3 ..... 1.10
Beans—
ndard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
cy, small, No. 2 ..... 1.65
Beans—
ndard, New York, No. 2 ..... 1.10
ra fancy, New York. No. 2 ..... 2.00
cy, New York, No. 2 ..... 1.50
ndard, Maryland, No. 2 ..... .60
Kidney Beans—
ndard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... 1.00
ndard, New York, No. 2 ..... .90
cy, New York, No. 2 ..... 1.00
ndard, Maryland, No. 2 ..... .85
" Maine, No. 2 ..... 1.25
cy, Maine, No. 2 ..... 1.25
e Peg, No. 2 ..... .85
oje grain, No. 2 .....
ndard, New York, No. 2 ..... 1.15
ed, New York, No. 2 ..... 1.50
ra sifted, New York, No. 2 ..... 2.00
ndard, Southern, No. 2 ..... .85
ed, Southern, No. 2 ..... 1.00
ra sifted, Southern, No. 2 ..... 1.40
ndard, Indiana, No. 2 ..... .85
ed, Indiana, No. 2 ..... 1.00
ra sifted, Indiana, No. 2 ..... 1.40
ndard, Wisconsin, No. 2 ..... 1.10
ed, Wisconsin, No. 2 ..... 1.40
ra sifted, Wisconsin, No. 2 ..... 2.00
ndard, New York, No. 2 .....
" " No. 3 ..... 1.25
" New Jersey, No. 2 .....
" " No. 3 ..... 1.10
tash—
ndard, New York, No. 2 ..... 1.00
cy, New York, No. 2 ..... 1.25
ndard, Maryland, No. 2 ..... .95
cy, Michigan, No. 2 ..... 1.20
agus—
ll, No. 2½ 2.00
ium, No. 2½ 2.20
ge, No. 2½ 2.50
, No. 1 ..... 2.25
kins—
ndard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
h—
dard, Maryland, No. 3 ..... 1.05
Krout—
dard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .70

California Canned Fruit.

ts—
a, No. 3 ..... 2.75
No. 2½ 2.25
a Standard, No. 2½ 1.90
dard, No. 2½ 1.75
t Pears—
a, No. 3 .....
No. 2½ 2.50
a Standard, No. 2½ 2.30
dard, No. 2½ 2.15
Cherries—
a, No. 3 .....
No. 2½ 2.90
a Standard, No. 2½ 2.75
dard, No. 2½ 2.40
s, Lemon Cling, Sliced—
a, No. 3 ..... 2.95
No. 2½ 2.00
a Standard, No. 2½ 1.75
dard, No. 2½ 1.50
s, Lemon Cling—
a, No. 3 ..... 2.95
No. 2½ 2.00
a Standard, No. 2½ 1.75
dard, No. 2½ 1.50
s, Yellow Crawford—
a, No. 3 ..... 2.80
No. 2½ 2.00
a Standard, No. 2½ 1.70
dard, No. 2½ 1.40

Eastern Canned Fruits.

York State, No. 3 ..... .90
" No. 10 ..... 2.75
erries—
rup, No. 2 ..... 1.35
ater, No. 2 .....
s—
e Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
s—
e, No. 3 ..... 1.35
nds, No. 3 ..... 1.15
No. 3 ..... .85
ett, Extra Standard, No. 2½ 2.00
r, syrup, No. 3 ..... 1.25
water, No. 3 ..... .90
y syrup, No. 2½ 1.25
syrup, No. 2½ 1.00
ries—
e, in water, No. 2 ..... 1.40
erries—
preserved, No. 2 ..... 1.80
rved, No. 2 ..... 1.60
ater, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.15
" Standard, No. 2½ 1.90
" Extra, No. 2 ..... 1.45
" Standard, No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz.	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz.	.....
" No. ½, flat, 4 doz.	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s.	15.00
" Soused, ½s, oval, 100s.	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s.	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s.	.....
Oysters—	
Boyer's, No. 1, 2 doz.	.85
" No. 2, 2 doz.	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s.	12.00
" Boneless, ½s, oval, 100s.	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s.	15.00
" Cod, 1-lb. round tins, 100s.	.....
" " high oval tins, 100s.	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall.	1.85
" medium red, tall.	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet.	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s.	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s.	26.00
Boneless and peeled, ¼s.	23.00
" D. & G., ¼s.	26.50
" Ispa, ¼s.	28.00
" Gondolier, ½2, 100.	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100.	18.00
" ¼s, tomato sauce, 100.	15.00
" ¼s, olive oil, 50.	17.00
" ½s, tomato sauce, 50.	17.00
Sea Queen, ¼s, olive oil, 100.	16.00
Sea Pearl, ¼s, olive oil, 100.	14.00
Tea Time, ¼s, olive oil, 100.	13.00
"Herringlets," olive oil, 50.	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless.	18.00
" ¼, peeled and boneless.	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100.	2.50
¼s, key, 100.	2.75
Irma, ¼s, 100.	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100.	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100.	2.25
⅓s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50.	3.80
Gold Label, ¼s, 50.	4.50
" ½s, 100.	7.00
Underwood's, ¼s, 50.	4.50
Pickert's, Crown brand, ¼s, 48.	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz.	2.40
No. 2, 1 doz.	4.50
Hash, No. ½, 2 doz.	1.00
" No. 1, 2 doz.	2.25
" No. 2, 1 or 2 doz.	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—
Compressed, No. 1, key, 2 doz. 2.40
" No. 2, key, 1 doz. 4.45

Chipped Beef.

Armour's—
Shield, No. ½, 2 doz. 1.50
" No. 1, 2 doz. 2.50
Veribest, tins, small, 2 doz. 1.65
" " large, 1 doz. 2.65
Libby's—
Peerless, small, 4 doz ..... .95
" medium, 2 doz. 1.40
No. ½, glass, 2 doz 1.85

Sausage.

Armour's—
Vienna style, No. ½, 2 doz. ..... .92½
" No. 1, 2 doz. 1.85
" No. 2, 1 doz. 3.70

Sliced Beef.

Armour's—
Glass, small 1.65
" large 2.65
Swift's—
Premium, No. 1, glass 3.50

Loaf Goods.

Armour's—
Beef, No. ¼ 1.40
Chicken, No. ¼ 2.25
Ham, No. ¼ 1.40
Veal, No. ¼ 1.40

Roast Beef.

Armour's—
No. 1, 2 doz 2.40
No. 2, 2 doz 4.50
Libby's—
No. 1, 2 doz. 2.40
No. 2, 1 doz. 4.32½
Kingan's—
No. 1, 2 doz 2.50
No. 2, 1 doz 4.85

Lunch Tongue.

Armour's—
Whole, No. ½, 2 doz. 2.05
" No. 1, 2 doz. 3.60
Libby's, No. 1, 2 doz 2.70

Whole Ox Tongue.

Armour's—
Whole, No. 1, 1 doz. 5.75
" No. 1½, 1 doz. 8.45
" No. 2, 1 doz. 9.20
" No. 2½, 1 doz. 12.20
" No. 3, 1 doz 15.85
Libby's, No. 2½, 1 doz. 11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Armour's—	
No. ¼, 4 doz.	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s. 30.00

Potted Chicken.

Armour's—
Chicken, No. ¼, 2 doz. 1.65
Libby's—
No. ¼, 2 doz 1.62½
R. & R., No. ¼, 4 doz. 1.75

Boned Meats.

Armour's—
Chicken, No. ¼, 4 doz. 2.15
" No. ½, 2 doz. 3.45
" No. 1, 1 or 2 doz. 6.30
Turkey, No. ½, 2 doz. .....
" No. 1, 1 or 2 doz. .....
Curtice Brothers' Blue Label, in tins—
Chicken, No. ½ 3.55
" No. 1 ..... 6.25
Turkey, No. ½ 3.55
" No. 1 ..... 6.25
Whole Rolled Ox Tongue, No. 2 ..... 16.00
Boneless Whole Ham, No. 1½ 11.50
" " No. 2½ 16.00
All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—
Readymaid Concentrated Soups— Per doz.
Twelve varieties, 10½ oz., 4 doz. ..... .90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90
Campbell's, No. 18, 10½ oz., 4 doz.— Per case
Tomato 3.80
Other kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa— Per lb
¼-lb. tins, 6-lb. boxes ..... .33
½-lb. tins, 6-lb. boxes ..... .32
1-lb. tins, 6-lb. boxes ..... .31
Wilbur's Premium Chocolate—
¼ lb., 6-lb. boxes ..... .34
½ lb., 12-lb. boxes ..... .33
Wilbur's Sweet Clover Chocolate— Per box
48 cakes, 5c. size 1.55
24 cakes, 10c. size 1.50
Capitol, sweet, ⅛s, 6 lb. ..... per lb. .21
Walter Baker & Co.'s— Per lb.
Premium, ½ lb., 12 lbs. ..... .32
" ¼ lb., 12 lbs ..... .32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes ..... .25
German, sweet, ¼-lb., ⅛-lb., 6-lbs. ..... .21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs. ..... .27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs ..... .36
W. H. Baker's—
Best Cocoa, ½-lb. size ..... .35½
" ⅛-lb. size ..... .35½
Premium Chocolate, ½s, 12 lbs ..... .32
" ¼s, 12 lbs ..... .32
Best Sweet Chocolate, ⅛s, 6 lbs ..... .21
" " ¼s, 6 lbs. ..... .21
Vanilla Chocolate, ⅛s, 6 lbs. ..... .27
Hershey's— Per box
Milk, 24s ..... .85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs. .28
" " ¼ lb. size, 6 or 12 lb. bxs. .29
" " ⅛ lb. size, 6 or 12 lb. bxs. .30
Blooker's Cocoa— Per doz.
Round tins, ¼-lb. tins, 2 doz. 1.88
" ½-lb. tins, 2 doz. 3.30
" 1-lb. tins, 1 doz. 6.50
" 5-lb. tins, 1 doz. ..... per lb. .52
" 10-lb. bags, 100-lb. case " .50
Square tins, ⅛-lb. tins, 12-lb. box " .45
" ½-lb. tins, 12-lb. box " .44
" 1-lb. tins, 12-lb. box " .43
" 2-lb. tins, 12-lb. box " .42
" 5-lb. tins, 60-lb. box " .41
" 10-lb. bags, 100-lb. case " .40
Runkels—
Decorated Cocoa, ½s, 6 and 12-lb. boxes. .39
Labelled Cocoa, ½s, 6 and 12-lb. boxes. .35
½-lb. cans ..... .37
Premium Chocolate, ½s, 6 and 12-lb. boxes .33
" ¼s, 6 and 12-lb. boxes .34
Dairy Milk Chocolate, 24 cakes to carton. .80
Almond Bars, 24 cakes to carton. .80
" 12 10c. cakes to carton. .80
Vanilla Sweet Chocolate, 24 cakes to carton .80
" " ½s, 6 and 12-lb. boxes .99
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes .24
Vienna Sweet, ½s, 6 and 12-lb. boxes. .23
Chocolatina, 24 cans to box. 1.85
Lowney's— Per lb.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs. .35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ⅛-lb. pkgs. .35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs. .30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs. .30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box. per box 1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins. .38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins .37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins. .37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins .38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes. .25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box 1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box 83
Almond Milk Chocolate, 48 5c. pkgs. in box. per box 1.65

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla; 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	4.75
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.69	¼ lb	.57½
½ "	.83	½ "	.69
1 "	1.11	1 "	.92½
2 "	1.47½	2 "	1.23
3 "	1.75½	3 "	1.46
4 "	2.17	4 "	1.81
5 "	2.49½	5 "	2.07½
6 "	3.04½	6 "	2.54
7 "	3.32½	7 "	2.77
8 "	3.55½	8 "	2.96
10 "	4.01½	10 "	3.34½
11 "	4.57	11 "	3.81
12 "	4.71	12 "	3.92½
14 "	5.95½	14 "	4.96½
16 "	6.37	16 "	5.31
20 "	7.15½	20 "	5.96½
25 "	7.89½	25 "	6.58
30 "	8.45	30 "	7.04
35 "	9.79	35 "	8.15½

Manilla— All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80
Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.18
Toilet—	Per case
Extra quality, 100 rolls	7.25
Good quality, 200 rolls	
Butter, Wax—	Per pkg.
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1.54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom— Majestic Extra Heavy	Plain per 100
12½ lbs., ⅓ bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

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	Per lb.
No. 2, Manilla, light weight—	
12 in. rolls	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛
Silk Fibre, No. 1—	
9 in. rolls	.05¾
12 "	.05¾
15 "	.05¾
18 "	.05¾
20 "	.05¾
24 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.10
" " small, 6 doz	3.10
" " family size	3.75
Silver Cow, small, 6 doz	3.10
St. Charles, small, 6 doz	3.10
" tall	4.10
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz	3.10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Pails
Chocoroon	.20
Fruit Dessert	.18
Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz per doz.	1.40
" " with horseradish "	
" large, 1 doz "	2.00
" " with horseradish "	

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Wein Senf, bbls per gal.	
" 1-gal. stone jars per jar	.85
" 5-gal. kegs per keg	3.50
Prepared Mustard, bbls. per gal.	
" 15-gal. kegs "	
" 10-gal. kegs "	
" 5-gal. kegs per keg.	1.75
" 2-gal. pails per pail	.90
" 1-gal. pails "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz "	.46
" with horseradish, 2 doz "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf, less	
Sap Sago, 3 to lb cask, per lb.	
" less than cask, "	
Roquefort 12 in case, "	
" less than case, "	
Parmesan, about 30 lbs loaf, "	
" less than loaf, "	
Edam, 12 in case case	
" single	
" in tin per lb.	
" 1-lb. tins per case	
Camembert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	
" " medium, "	
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase per doz.	
American Swiss, No. 1 loaf	
" No. 1 less than loaf	
" square loaves, No. 1, about 25 lbs. each per lb.	.29
Limburger, No. 1 box and ½ box	.19
" No. 1 less than ½ box	.20
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 1 "	
English Dairy "	.24
Pineapple, picnic size, 6 in box per box	3.00
" gem size, 6 in box "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4 50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight per lb.	
Weiner Wurstel, 16 in tin per doz.	
" 8 in tin "	
Imported Cervelat Sausage, Rolfi's per lb.	
Imported Frankfurters per doz.	
Goose Breast, imported, marked weight, per lb.	
Pate de fois Gras, small per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short per lb.	.35	
" long "		
Mortadella, dry "		
Knackwurst, 25 in box per box	4.75	
" per doz.	2.40	
Tongue Sausage per lb.	.22	
Smoked Braunschweiger Liver Sausage "	.21	
Lachs Ham "	.46	
Petit Delicatess Frankfurters, plain per doz.	1.00	
Petit Delicatess Frankfurters, with Sauer Kraut per doz.	1.00	
Lebanon Beef Balogna per lb.	.22	
Paprika Speck "	.18	
Mettwurst, half round "	.25	
Liver Sausage, special, truffle, goose or sardellen per lb.	.35	
Smoked Thuringer Blutwurst "		
" Pfefferwurst "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	
" 5-lb. pails per pail	.75
" 10-lb. pails "	1.45
Beef Salad, in glass	1 00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots per keg	1.35
Milkers, Y. M "	1.50
Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, fulls, bbls	
" " ½ bbls	12.75
Milkers, " bbls	
" " ½ bbls	

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Marinirte Herring, imported, about 40 in pail	2.
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry per lb.	
Matjes Herring piece	

Bismarck Herring.

Round tins, with key, pint per doz.	2
" " quart per tin	
" " 2 quarts	
" " 4 quarts	1.
Roll Mops, 4-quart tin	1
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand per keg	
" ½-lb. pails per pail	
" 10-lb. pails "	
Cut Spiced, 10-lb. pails "	
" 5-gal. keg per keg	
Russian, in glass jars per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg per doz.	3
Original package per ½ bbl.	
Repacked, 5-lb. pails per pail	
" 10-lb. pails "	
" 5-gal. kegs per keg	
" ½-lb. flat tins per doz.	
" ½-lb tall tins "	
" 1-lb. tall tins "	2

Salt Sardellen.

Original packages, 1902 per anker	
Repacked, kegs, about 8 lbs per keg	3
" pint jars per doz.	5
" large tumblers "	
" small tumblers "	2

Russian Caviar.

1-lb. tins per doz.	
½-lb. tins "	
¼-lb. tins "	
⅛-lb. tins "	

German Dill Pickles—Regular S

60-gal. casks, about 2000 per cask	
50-gal. bbls., about 1200 per bbl.	13
15-gal. kegs, about 500 per 100	
10-gal. kegs, about 300 "	
5-gal. kegs, about 150 "	
10-lb. pails, about 50 per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut

60-gal. casks per cask	
48-gal. bbls per bbl.	
10-gal. kegs per keg.	
5-gal. kegs "	
10-lb. pails per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) per lb.	
Spitzkugein "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins per tin	
" small tins "	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.
" " 10-gal. keg	4.

Sundries.

German Egg Potatoes, bags 110 lbs. per bag	
Green Kern per lb.	
Potato Flour "	
German Dried Pears "	
Dried Mushrooms "	
Juniper Berries "	
St. John's Bread "	
Bay Leaves "	

COTTOLENE.

Cases, small, medium or large cans	7
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz per doz.	1.
" Club, 2 doz "	1.
Red Edam each	1.
Philo Cream, 1 doz. 10c. size per doz.	
Elkhorn Pimento, 1 doz "	1.

EGGS.

	Per
Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

ond Staple Paste, 5-lb. cans.....per lb.	.33
ovies, in oil, 6 ring bottle.....per doz.	6.50
" " 3 ring bottle..... ... "	3.25
rs, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
on Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
ries in Maraschino, glass, 1 doz.. "	7.00
Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
ie Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
ch Peas, extra fine .....per case	21.00
Cann's Irish Oatmeal—	
b. cans .....per doz.	3.35
b. cans.....per tin	.70
-lb. cans ..... "	1.65
tley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
tit Beurre.....	.33
inner	.42
eakfast.....	.42
Pepper, ring, pints .....per doz.	1.25
" " ½ plnts..... "	.60
, stone jars, 4 doz.....	1.75
odore Marquett Mushrooms—	Per case
irst choice.....	41.00
hoice, 100 tins.....	39.00
otel, 100 tins.....	36.00
ffles—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
mps, pickled, small size.....	.90
" Dunbar's, 2 doz.....per doz.	2.75
s in Cordial, Bishop's, 1 doz..... "	6.50
stalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
e Juice, Rose's..... "	5.00
tor Rose Water..... "	2.25
Peach Water..... "	2.25
ed Olives..... "	5.25
Franco-American Food Co.—	Per doz.
roths for invalids, all kinds, ½ pints, 4 doz.	1.40

OUILLON CUBES AND LIQUIDS.

ero Bouillon Cubes—	
er tin, 100 cubes.....	1.70
" 50 cubes.....	.90
er doz. tins, 12 cubes each	2.75
eko Clam Bouillon—	
-oz. bottles, 1 doz.....	2.00
-oz. bottles, 1 doz.....	3.75
eko Tomato Bouillon—	Per doz.
int bottles.....	6.00
uart bottles	9.00
allon jugs.....each	2.75
ig's Oxo Cubes—	Per doz.
48, 10c. size.....	.85
10s, 25c. size.....	2.00
ans, 100 cubes.. .....per 100	1.65
nour's Beef, Clam and Chicken Cubes—	
mall boxes, 12 cubes, 1 doz.....	2.50
ledium boxes, 50 cubes .....per tin	.90
arge boxes, 100 cubes..... "	1.70
nour's Concentrated Bouillon—	
ars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
nour's Tomato Bouillon—	
ottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
ancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

nour's Solid Extract of Beef—	Per doz.
ars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
nour's Fluid Beef Extract—	
ottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
esota	9.15
ng Midas	9.75
ld Medal	9.10
llbourne	9.30
Top	9.55
lsbury's Best.....	9.15
mper Idem	8.00
ide of the West.....	7.75
nbeam	7.65
aker.....	8.80
ie Seal.....	7.85
ny White	9.30
ocker's Best.....	8.80
luth Imperial.....	8.90

Prepared Flours.

	Per case
scilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
doz. 14-oz.....	1.44
doz. 28-oz.....	2.40

Either straight or assorted cases

Self-Raising Flour.

cker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
cle Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s	2.60
esto, 18 pkgs	1.65
nt Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s.....	1.30
co Buckwheat Mixture, 30 10c. cartons.....	2.25
co Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.06¾
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel.....	5.80
Red Kidney, 60 lbs. to bushel	6.05
Peas—	
Green, domestic, bags about 2½ bushel	3.45
Yellow, split, domestic, 1 bushel bags.....	3.50
Lentils—	Per lb.
00000, 2 10-lb. bags.....	.12½
Less quantity	.13

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.32½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.35
" " table, 100 lbs.....	2.32½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.37½
Grits, 100-lb. bags..... "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.85
No. 3, 100-lb. bags.....	3.85
Oatmeal—	
B, bbls.....per bbl.	6.21
B, 100 lbs.....per keg	3.23
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.07½
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

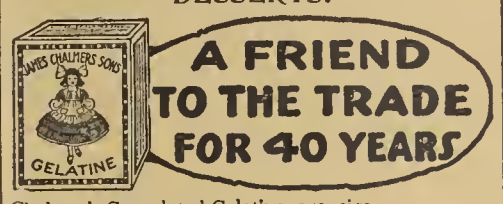
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.95
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, No. 2, white, round, 24s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.65
Saxon Wheat Food, 24s	2.95
Mother's Wheat Hearts, 18s.....	2.15
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.85
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.60
Schumacker XXX Graham, 10 10s-20 5s..	4.05
Scotch Brand Pearl Barley, 24s.....	1.85
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spagbetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Sbore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex. Shore, No. 3	290-340	26.00	13.60	7.00	1.55
Ex. Shore, No. 4	390-440	25.00	13.10	6.75	1.50
Fat Irish, No. 2	300-350	25.00	13.10	6.75	1.50
Fat Irish, No. 3	350-400	24.00	12 60	6.50	1.45
Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Irish, No. 5	460-500	19.00	10.10	5.25	1.20
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	9.00	5.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Sbad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.	
Halibut.....		-.18
Bass Native		-.09
Salmon, fresh.....		-.18
Eastern Cod		-.12
Croakers		-.06
Large Hake		- 07
Haddock		-.06
White Cat Fish.....		-.15
Red Cat Fish.....		-.12
Spanish Mackerel.....		-.....
Snappers		-.14
Eels		-.12
Rock Fish.....		-.....
Lobsters.....		-.40
Flounders		-.09
Large White Perch		.....
Sea Bass		-.08
Blue Fish.....	.18	-.20
Porgies.....		-.08
Fresh Mackerel.....		-.18
King Fish		-.10
Weak Fish	.07	-.13
Butter Fish.....		-.06
Tile		-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs.	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, ronnd boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¼
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

Dromedary—	Per case
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per doz.	6.30
Square, Oriental Red, 1 oz., 1 doz., per gross	3.38
" Green, Blue or Violet, 1 oz., per gross	3.38
" Magic Black, 1¼ oz., 1 doz., per gross	3.38
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.38
Letterine, show card ink, 2 oz., all colors, per doz.	.68

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 Inch			.90
" No. 1, 12 Inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
		No. 0.	No. 1.	No. 2.
Banner Burners.....		.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 hoxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Dorlc, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾

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	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canaklns, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.....
35 and 18-lb. tubs	.....

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, slfting, 25-lh. boxes	.05¾
" " " 3-box lots	.05
" Banner, slftlng, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Ollves in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Ollve Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Ollve Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 12 to case	3.90
Half-gallon, 12 to case	6.85
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Medium, 12 to case	4.80
Large, 6 to case	4.80
5 Gallons, 2 to case	.....
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

	Per
Large, 1 doz	2.
Medium, 2 doz	1.
Small, 2 doz	

NUTS.

	P
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	Per
Jumbo	1
Fancy, hand picked	1
Big Nickel.....100 cartons	4

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 210os	16
10-gal. keg, 130os	11
5-gal. pail, 650s	5
16-gal. keg, 360os	19
10-gal. keg, 220os	13
5-gal. pail, 110os	6
16-gal. keg, 500os	21
10-gal. keg, 300os	14
5-gal. pail, 150os	7
16-gal. keg, 750os	23
10-gal. keg, 450os	15
5-gal. pail, 225os	8
Sweet Mixed—	
16-gal. keg	13
10-gal. keg	9
5-gal. pail	4
Sour and Dill—	
45-gal. bbl., 1800s	18
32-gal. bbl., 1200s	12
16-gal. keg, 600s	6
45-gal. bbl., 2400s	19
32-gal. bbl., 1600s	13
16-gal. keg, 800s	7
5-gal. pail, 250s	2
45-gal. bbl., 3600s	21
32-gal. bbl., 2400s	14
16-gal. keg, 1200s	7
5-gal. pail, 350s	2
Chow-Chow—	
16-gal. keg	10
10-gal. keg	7
5-gal. pail	3
Sweet Pickle Relish—	
16-gal. keg	13
10-gal. keg	9
5-gal. pail	4

VINEGAR.

	Per
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distllled, white.....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders aud knucks	
Brisket Pork	28
Jersey Pork, butt.....per bbl.	28
" family..... "	29
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs.....per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.

SCRAPPLE.

	Per
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.
3 doz. 12-oz. cans	2.

LARD AND COMPOUNDS.

	Per
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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Pure Lard—
ıs, 50 lbs. net weight.....per lb. .17
bs, net..... " .16¾
. 10 tins.....6 in crate 10.80
. 5 tins.....12 in crate 10.87
. 3 tins.....20 in crate 10.95

Per lb.
ound—
:rces and tubs, about 340 lbs ..... .12⅛
lb. tubs ..... .12¼
lb. tin pails, 60 lbs..... .13
lb. " 60 lbs..... .13⅛
lb. " 60 lbs..... .13¼

DRESSED MEATS.

Dressed Stock— Per lb.
eers ..... .11 -.15
eifers ..... .10 -.13½
ows..... .08 -.12½
al Calves ..... .14 -.16
xtra Calves ..... -.18
outherns and Barnyards ..... .11 -.13
ountry Dressed..... .14 -.15
xtras ..... -.17
eep ..... .14 -.15
xtra Wethers..... -.16
ambs..... .16 -.17
xtra Lambs ..... -.18
ogs ..... .15½-.15¾

BUTCHERS' SUNDRIES.

h Steer Tongues.....each ..... -.80
" Tongues..... ..... -.60
Heads, scalded ..... .50 -.75
etbreads, veal.....per pair .75 -.80
" beef .....per lb. .25 -.30
" Livers..... " .25 -.30
Kidneys.....per doz. 1.25
Livers..... .10
ils .....per doz. 1.20
rts, beef.....per lb. .05
s, beef..... 16.00
derloin, beef, western..... .22
h Pork, loins, city ..... .20
" " western ..... .19

DRESSED POULTRY.

keys— Per lb.
ozen, Young hens and toms..... .34 -.36
" Old toms ..... .30 -.32
" Common to good..... .20 -.25
resh killed ..... .30 -.32
lers—
iladelphia, fresh killed, 2 to 4 lbs. per pair ..... .32 -.34
ear-by, fresh killed, 2 to 4 lbs. per pair ..... .32 -.34
ozen, 3 to 4 lbs. per pair..... .32 -.34
sting Chicks—
ozen, 4 to 5 lbs. each..... .27 -.30
" 3 to 3½ lbs. each..... .27 -.29
ls—
esh killed, 4 to 5 lbs. each..... ..... -.24
" 3 to 3½ lbs. each..... ..... -.23
cocks .... -.18
g Island Ducks, fresh killed..... .24 -.25

Per doz.
bs—
ime, fancy, large..... 5.75 -6.50
ixed ..... 3.00 -4.00
nall and dark ..... 2.00 -3.00

LIVE POULTRY.

ng Chicks— Per lb.
½ to 2 lbs. each..... .23 -.24
arge ..... .23 -.25
ls..... .22 -.23
cocks..... ..... -.15
ks—
oung ..... .17 -.18
ld..... .14 -.15
keys..... .24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

ies— Per doz.
Ritter's, pure, assorted and grape..... .95
" " currant 1.35
chimmel's, 8-oz. tumblers..... ..... .90
Tational, 16 oz., 2 doz..... .95
" No. 3 F. T. tin, 2 lb. 6 oz. net.... 2.15

serves— Per lb.
itter's, pure, 11½-oz. bottles..... 1.85
chimmel's pure, 12-oz. jars, 2 doz...per doz. 1.75
ational, 30-lb. pails..... .10¼
outhwark, 30-lb. pails..... .07½

s— Per doz
chimmel's, pure, 10-oz. jars, 2 doz..... 1.45
outhwark, assorted, jars, 2 doz ..... .95
nge Marmalade—
artley's imported, 4 doz 2.10
chimmel's, pure, 2 doz 1.60

it Butters— Per doz
pple, Southwark, 30 lbs..... per lb. .04½
" Ritter's, 11-oz. octagon..... ..... .95
" Schimmel's, 30-lb. pails.....per lb. .07½
" " 3-lb. slip cover tins, 1 doz .....per doz. 3.25
" " 2½-lb. stone jars, cloth top, ½ doz...per doz. 3.25
" " 40-oz. stone crock, glass top, ½ doz...per doz 3.50
" Mother Cook's, No. 14, 2 doz....doz. .85
each, 30-lb. pails.....per lb. .....

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum.....per lb.		.15
Butter Color, W. & R.....per doz.		2.00
Bluestone, bulk.....per lb.		.16
Copperas..... "		.04
Camphor, gum, 1-oz. blocks..... "		.75
" flakes, 250-lb. bbls..... "		.14
" " less quantity ..... "		.15
" Tar Balls, 250-lb. bbls ..... "		.14
" " less quantity ..... "		.15
Castoria, Fletcher's .....per doz.		2.80
" Pitcher's..... ..... "		.80
Carbonate of Ammonia.....per lb.		.15
Epsom Salts, bbls... ..... "		.03
Glauber Salts..... "		.02½
Glue, ordinary..... "		11
" white ..... "		.20
Gum Arabic..... "		.50
Haarlem Oil .....per doz.		.40
Husband's Magnesia..... "		2.90
Jamaica Ginger, Hires', flasks ..... "		.90
Licorice, P. & S., 5c. stick, imported. "		.36
" M. & R., 5-lb. boxes.....per lb.		.23
" " lozenges, 5-lb. boxes "		.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "		.24
" root..... "		.12
Putty, 25-lb. cans..... .....per 100 lbs.		1.57½
" 50-lb. cans..... "		1.47½
Petroleum Jelly, screw top, 5c. size ...per doz.		.35
" " 10c. size ... "		.75
Paris Green, 100-lb. kegs.....per lb.		.34½
" ¼-lb. pkgs., 50 lbs ..... "		.39
" ½-lb. pkgs., 50 lbs ..... "		.38
" 1-lb. pkgs., 50 lbs ..... "		.37
Rosin..... "		.04½
Roach Powder, BB, 4-oz. cans.....		2.00
" " 10c. size.....per doz.		.80
Roachsault, 10c. size ..... "		.80
Saltpetre, crystal, about 350-lb. bbls.....per lb.		.30
" granulated, about 100-lb. kegs "		.30¾
Sulphur, flour, 175-lb. bbls.....per 100 lbs.		2.60
" 100-lb. bags.....per lb.		.02¼
" less quantity..... "		.03
Venetian Red ..... "		.02
Whiting..... "		.02

Goff's— Per doz.

Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80

Iron Glue, McCormick & Co.—

No. 5	.45
No. 10	.85
Tube V	.85

McCormick & Co., Bee Brand—

Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Qulniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz.	4.25
" " 18 oz..... "	8.50
Bath Brick, 25 in box.....per box	.60
Sealing Wax..... "	.03
Silver Sand.. .....per bbl.	1.20
Tar, pts .....per doz.	.....
" qts..... "	.....
" gals .....each	.....
" ½ bbls..... "	.....
" bbls ..... "	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case	4.50
U. S. Nerve and Bone Liniment, 25c. size...	2.25
McCord's Magic Medicine, 25c. size.....	2.00
" " 50c. size.....	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons.....	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

Per lb.

Powdered, bulk.....	.12
Lump, bulk.....	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs.....	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.

Vanilla, No. 2 size.....	.90
" No. 4 size.....	2.25
Rose, No. 2 size.....	1.25
" No. 4 size.....	2.75
Pistachio, No. 2 size.....	.90
" No. 4 size.....	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size.....	.90
" No. 4 size.....	2.00
Orange, No. 2 size.....	.90
" No. 4 size.....	2.00

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Crescent Manufacturing Co., Seattle Per doz.

Mapleine Flavoring, ½ oz.....	.90
" 1 oz.....	1.75
" 2 oz.....	3.00
" 4 oz.....	5.25
" 8 oz.....	9.00
" pints	16.50
" quarts.....	30.00
" ½ gallons.....each	5.00
" gallons.....each	9.50

Sauer's Flovoring Extracts—

No. 2, Lemon	.90
No. 2, Vanilla.....	.90
No. 2, Rose...	1.20
No. 2, assorted.....	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla.....	2.25
No. 4, Lemon	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases ..... "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana...	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.

Shinn & Klrk's Liquld Rennet.....	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal.	.....
" ½ bbls., 28 gals .....per ½ bbl.	.....
" kegs, 14 gals .....per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs.....	2.75
" boxes, 20 pkgs.....	.60
Gee Whiz, 100 pkgs.....	.60
Fleer's Chiclets, 3 lbs. bulk.....	1.23
Spearmint, 20 pkgs., 100 pcs.....	.60
Doublemint, 20 5c. pkgs.....	.60

MINT TABLETS.

Certified Products Co.—

Peppermint "Smiles," display cartons, 18 5c. pkgs.....	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—

Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons..	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more..	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized.....	7.00
Comet, natural brown, 1-lb. cartons, sterilized.....	7.00
Comet Cereal, 1-lb. cartons, sterilized.....	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons.....	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons.....	.06½

SALT.

Worcester—

Barrels, contain 280 lbs	2.65
" 60 5-lb. bags.....	4.00
" 22 14-lb. bags.....	3.75
" 30 10-lb. bags.....	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags.....	2.60
" 56-lb. bags.....	.65
" 28-lb. bags.....	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks.....	1.65
Packing, 70-lb. cotton bags.....	.50
" 140-lb. cotton bags.....	.95
New Ivory, 24 large cartons to case.....	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case

Durkee's, large, 1 doz.....	.....
" small, 2 doz. ½ pints.....	2.40
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz.....	.90

SAL SODA.

Barrels, 400 lbs .....per 100	1.35
Kegs, 150 lbs.....per 100	1.45
Granulated, 60-lb. boxes..... .....per box	1.10
" Monogram Brand, 24 2½-lb. pkgs.....per case	1.10

SAUCES.

Lea & Perrins'— Per doz.

Worcestershire, small.....	2.75
Worcester, Campbell's, No. 8, 2 doz.....	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

Per lb.

Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs.....	.05
" ½-lb. pkgs., 36 lbs..	.05¼
" ¼-lb. pkgs., 36 lbs.....	.06
" ½ and ¼-lb. pkgs., 36 lbs...	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs.....	.04⅞
" ⅛-lb. pkgs., 36 lbs.....	.05⅓
" ¼ and ½-lb. pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs.....	.05¼
112-lb. kegs.....	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz. 2.30

Charles E. Hires Company—

Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz.....	2.00
" Ginger Champanale, 50 pints.....	8.00

Welch's Grape Juice—

Quarts, 1 doz	4.00
Pints, 2 doz.....	4.50
Half-pints, 3 doz.....	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles.....	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—

Quarts, 1 doz	4.00
Pints, 2 doz.....	4.50
Half-pints, 3 doz.....	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.— Per doz.

Individual.....	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25

Richardson & Robins'—

Round conlcal, with key, No. 1, 1 doz.....	2.25
" " No. 2, 1 doz.....	4.20

Atmore's Philadelphia, seedless—

Individual, 2 doz.....	1.90
Cans, No. 1, 1 doz.....	2.40
" No. 2, 1 doz.....	4.40
" No. 3, ½ doz.....	3.45
" No. 4, ½ doz.....	4.55

STOVE POLISH.

Per gross

Enameline Paste, small, ¼ gross.....	5.00
" " large, ¼ gross.....	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun.....per gross	8.00
Sun Paste, 5c. size.....	5.00
" 10c. size.....	9.00

X-Ray Stove Polish— Per gross

Small	5.00
Large.....	9.00

½ doz. free in each ¼ gross box

Vulcanol— Per gross

5c. size.....	5.00
10c. size.....	9.00

FLOOR POLISH.

O-Cedar— Per doz.

4 oz., 6 doz.....	3 00
12 oz., 6 doz.....	6.00
Quarts, 1 doz.....	12.00
Half gallon, 1 doz.....	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box	2.75
Kleenatub .....¼ gross	2.50
Electro Silicon, 1 doz.....per doz.	.85
Putz Liquid, large, 3 doz ..... "	1.50
" small ..... "	.75
Putz Paste, large ..... "	.65
Old Dutch Cleanser, 4 doz.....per case	3.40
" " 5-case lots..... "	3.30
Babbitt's Cleanser, 5c. size .....100 cans	3.85
" 5c. size .....50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 12s.....per doz.	.45
Queen Anne Scourer, Lautz, 30 cans.....	1.80
" " " 60 cans.....	3.60
Sunbrite Cleanser, Swift, 50s.....	1.95
Red Seal Cleanser, 4 doz.....	1.75
Bon Ami Powder, 3 doz.	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans..	1.60

Orona Soap and Cleanser— Per doz.

No. 1, 10c. size.....	.85
No. 2, 15c. size.....	1 20
No. 4, $1 size.....	8.40
No. 5, $2 size.....	16.80

Orono Alumishine—

No. 1, 10c. size.....	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

Per box

Young's, 16 oz., 48s.....	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s .....per gross	9.00
Bon Ami, 36 10c. cakes..... ...	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.40
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 45
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.40
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box, gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs, 200 cakes	4.00
" " " 50 pkgs, 100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

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Snow Maid Scourer, 60 cans	2.40
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.40
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices— Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz	.80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04½
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¼
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.92
" " 48 5c. pkgs "	1.84
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03¾
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅞
" 48 1-lb. pkgs	.06¼
" 16 3-lb. cartons	.06¼
" 6-lb. boxes	.07¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs	.20
10 oz., 2-oz. pkgs	.19
12 oz., 2-oz. pkgs	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32

Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11

Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	3.20

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz.	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00

Family Corn and Cane—	Per case
No. 2, 2 doz	1.96
No. 2½, 2 doz	2.58
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65

Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.95

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MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WAR

Brooms.

No.	P
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	P
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	P
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	P
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	P
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	P
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	P
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	P
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	P
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

	P
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

Com. P. R

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

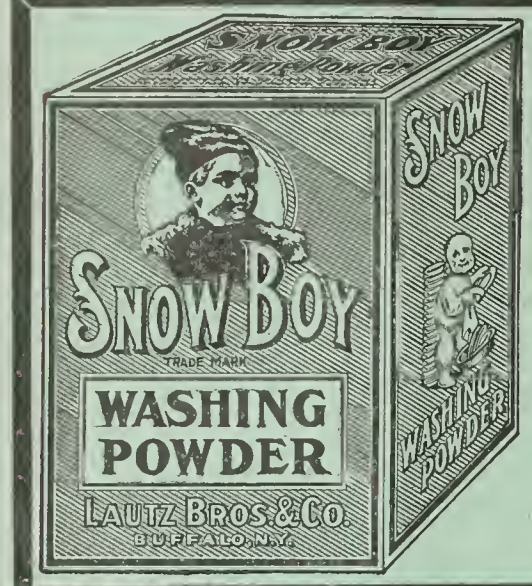
VOL. LXII. PHILADELPHIA, October 9, 1916. No. 15

One of your clerks costs you money every week instead of making you money. Which one? Don't you think it would pay you to go ahead and find out?

Another View of the Peddler-Agent Nuisance. Another Contributor Says the Retail Grocer is Not as Good a Salesman as the Peddler or Agent.

How One Grocery Store Makes Money Out of the Saturday Special. Exactly How He Turns the Trick.

See in the Legal Department How Business Men Trying to Protect Themselves, Often do Exactly the Wrong Thing.



NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @ $3.05—5 boxes FREE, Net $2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

Four Factories

are now required to supply the steadily increasing demand for

Shredded Wheat

Two in Niagara Falls, N. Y.
One in Oakland, California
One in Niagara Falls, Ontario

all model, sanitary factories. The growth of Shredded Wheat is one of the industrial achievements of our time—no premiums, no bribes, no coupons—just the cleanest, purest, best cereal food made. You are in good company when you distribute this product.

This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



Made only by

The Shredded Wheat Co.



Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Makes No Difference

where you live in the United States we will reach you promptly with our books f. o. b. destination. They are being used, and have been for years, in every part of the country. Try some and get relief from bookkeeping, forgotten charges, disputes. Control your credit customers with them and get all the business of your transient cash trade. Inexpensive, accurate and made in all sizes. If you do not use them generally you need some for the grouchy and troublesome people.

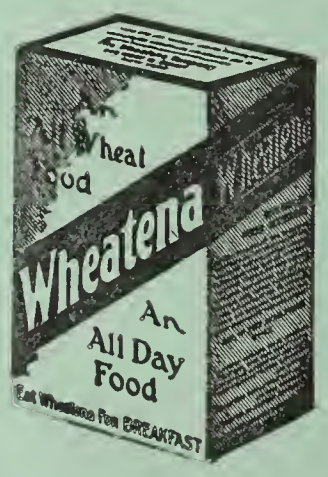
TRY SOME AND YOU WILL ALWAYS USE THEM

SAMPLES FREE. NO OBLIGATION

Forbes Indexed Coupon Books

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, Coshocton, Ohio



As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant AND Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

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ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

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(Signed) David Ezekiel, Bus. Mgr.

n to and subscribed before me this 27th day of ber, 1916.

igned) Abel K. Cassel, Notary Public.
(My commission expires January 18th 1919

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Written for the "Modern Merchant and Grocery World."

How a Grocery Store Makes Money Out of Saturday Specials

First Gets the Stuff to Sell and Then Concentrates on It. Advertising, Window Displays and Solicitation by Clerks Are the Main Factors. Some Results Obtained.

The "Saturday Special" has proven a real business-getter with us and has been a great help to us in building up our business and it can be used by other grocers with equal success. They have not only proven big business getters but very profitable as well, bringing into our store a great many new customers, enabling us to sell a great many goods not on sale.

In planning for these specials we usually try to pick up some article upon which we can make a special price and still make a good profit. This is either done by buying in large quantities or it may be that the wholesaler has some article upon which he is overstocked and upon which he is willing to make a special price in order to cut down his stock, or it may be some article which has proven a slow seller with him and still be a first-class article. This article must be seasonable and it must be a high grade article, that is, we never use an inferior article for these specials. The success, continued success, of these specials depends altogether upon the quality of the goods which we offer and if we were to try to put some inferior article off upon our trade by offering it at a reduced price, these specials would soon lose their trade-pulling power and it would do us more harm than good. So in order to keep the people interested in these specials we always use a good article as our leader, not necessarily a high priced article but an article which we know is good value and will give satisfaction to those who buy.

After picking the article which we shall use as our special for the coming Saturday, we advertise it in the local papers, having our ad. appear in the Thursday and Friday issues. We always have it appear in the Thursday issue for the benefit of our country trade, as the Friday issue is not delivered to the country subscribers until Saturday, and in a great many cases they do not receive their copy until after they have started for town. So in order to get all the country trade we can we use the Thursday issue.

Our ad. used in announcing these specials is usually 6 inches deep and 3 columns wide. At the top of this ad. we place the date upon which this special is to be and the name of the special, as we usually call the special after the article upon which we are making a special effort, as Banana Day, Orange Day, Sweet Potato Day, etc. Below this we run the name of the special, giving the price and some few remarks. If we are offering more than one article as a special we run the most important one at the top and the others following. We do not limit our ad. to the special only, but include other articles such as fresh fruits and vegetables or some articles which we think the public will be interested in.

On Friday we get everything ready for Saturday. We make a window display of the article or articles which are to be used on Saturday, also a counter display, always accompanying these displays with a large sign calling the people's attention to the special. The clerks are instructed to get behind these articles and sell to every person they wait upon. The telephone girl is also instructed to tell every person calling over the telephone and a great many sales are made in this way.

I have picked two of these specials to show you how they are advertised and the results. The first one is a special on sweet potatoes. This special we called "Sweet Potato Day." In planning for this sale we went to our commission merchant and asked for a special price on sweets in quantity, and by buying ten barrels we were able to get them at a very good price, which enabled us to sell them at 36 cents per peck, this price being 14 cents per peck below the price asked by any of our competitors. When the sweets arrived on Friday we dumped them in the window and placed a sign with them calling everybody's attention to the fact that we were selling them for 36 cents. Everybody calling at our store that day was tackled to buy sweets and the results were that we sold the ten barrels long before the demand was satisfied. This sale brought in a great many new customers and enabled us to sell other goods and it proved very profitable as we made better than 30 per cent. upon the sweets alone.

The second special I picked was one held just lately. A number of articles were included this sale so we headed the "Specials at Creath's." The ing article was a small val orange so we ran it first. We also able to buy some very Grimes golden apples at a good price by buying 10 barrels we included them in this sale cents per pound.

The result of this special very satisfactory, selling 90 d of oranges, upon which we 25 per cent.; 10 barrels of ap making a little better than 25 cent., and 9 barrels of sweets.

The volume of business don both of these days was great, ning up close to the $1,000 m Our deliveries were heavy and country trade was excellent.

We have used a great many l ness-getting stunts but have fo the Saturday special the grea of all, and recommend them to grocer who wishes to build u larger trade.

WALTER ENGAR
Advertising and Sales Mana
for M. M. Creath, Grocer.
London, Ohio, October 4, 191





Wheat Situation in a Nutshell

The crop estimates have gained n ing in the past month, but with possible exception of corn show lc figures. The wheat yield of the Ur States is not more than enough bread and seed, but there is a ca over from last year which is calcul will allow 150,000,000 bushels for ex The entrance of Greece into the wa vives the probability that the Da nelles will be opened, allowing Rus wheat to come out, an event which w have an important influence upon w prices. The Argentine crop is no the making, coming to harvest in ecember. As yet it is doing well. Canadian crop is officially estimate 168,611,000 bushels against 376,30 last year. The world's crop is sho



Which Kind Is Yours?

Are you giving your customers snappy, unlimited motor delivery service—the kind that wins and holds trade near and far?

Or are you holding on to old limited service methods which make yours a shrinking, neighborhood business?

No investment of its size will put such speed and spread into your business as an Overland Delivery Car.

No other car at anywhere near the price has the style, power, reputation, sturdiness and completeness of the Overland Delivery.

Its first cost and upkeep is the one complete solution of your delivery problem.

It's a big thought for your business—get it going.

See the nearest Overland dealer to-day.

Catalogue on request. Please address Dept. 196

The Willys-Overland Company, Toledo, Ohio

"Made in U. S. A."

WITH THE EDITOR

Cashing in on Manufacturers' Advertising.

Grocers are hard to convince that every advertisement inserted in a national publication by a manufacturer of some generally sold product, is an advertisement for their store. It is hard to make them see the connection between the manufacturer's advertising and their store—hard to make it clear that it is so easy and obvious for a retailer to cash in on a manufacturer's national advertising.

One reason is that they don't seem to believe that the manufacturer's advertising is seen by consumers, particularly by the consumers of their territory. In this they are wrong. Before me is a statement by the "Ladies' World," a representative woman's publication, showing the percentage of the worth-while families that it goes to in the various towns. I quote a very few here:—

Dayton, Ohio, one in every 3½ families.
Pittsburgh, Pa., one in every 9 families.
Buffalo, N. Y., one in every 11 families.
Lowell, Mass., one in every 6 families.
Wilmington, Del., one in every 7 families.
Bayonne, N. Y., one in every 4.4 families.
Akron, Ohio, one in every 2.8 families.
Erie, Pa., one in every 5 families.

In a long list of towns the percentage varies from 1 in every 1½ to 1 in every 11, with most of them approximately 1 in every 5.

Now take the little town of Troy, Pa., which has 1,450 population. According to this list, the "Ladies' World" goes to just half the worth-while families there—one in every two. If all the Troy grocers are catering to about the same class of customers, this means that a food advertisement published in the "Ladies' World" is seen by half the customers of every grocer in Troy. What could be more direct than that? It is probably more direct than the grocer's own advertisement of the same brand would be, for that would go in the local paper, which would likely not be read by anything like the same percentage of people.

Advertising Without Beginning or End.

In all Philadelphia trolley cars during the past week has appeared the following advertisement:—

SISTO
It Does the Work
Give it a Trial

All that the advertisement told me was that Sisto did some kind of work, and evidently, in the opinion of its manufacturer, did it well. The work it did might be sweeping a floor, or growing hair on bald heads, or relieving venereal disease. Naturally until I am informed what Sisto's work is, I am not going to try Sisto.

What a lot of outrageous nonsense is perpetrated in the name of advertising!

Where Would We Be Without Oleo?

If the makers of butter had their way, oleo would be excluded from the market. They don't ask that it be totally excluded, for they know they couldn't get away with that, but they would exclude it entirely if they could, and they have succeeded in getting a lot of restrictions which undoubtedly reduce its sale. And of course its competition.

I wonder where we would be to-day if there were no oleo. Print butter costs wholesale in the neighborhood of 41-42 cents. Oleo has had to advance to 21 cents, which is about half the present price of print butter. And oleo is just as clean and wholesome as butter, and in every sense as desirable for food—if it suits the customer's taste.

Without doubt thousands of people are to-day using oleo who would use butter were oleo not available. Most of them are poor people. What kind of butter would they be getting for the price they can afford to pay? Absolute trash, unles they ate half as much as they would normally. They would pay more money than they can get clean, pure oleo for to-day, and for their money they would get stuff that was hardly fit to eat.

Feeling Against Canned Goods.

Prejudice against canned goods comes from unexpected sources. During the week an intelligent, experienced housewife, past middle age, an unusual cook and absolutely modern in all that pertains to the conduct of a home, said this:—

I would never eat canned clam chowder. I always suspect canned fish of any kind. I can hardly bring myself to touch canned salmon; I'm so afraid of it.

Pressed for a reason for such a feeling she gave none except that that was the way she felt. Had anybody known to her ever been affected by spoiled canned fish? No, not that she remembered. Was there any reason why canned fish should be less safe and wholesome than other canned goods? She could give none. But for nearly half a century the packers of fish products have lost that woman's trade because of this strong but wholly unfounded prejudice.

How can that prejudice be removed? I don't believe it can be. I did my best to remove it, but could see I made no impression at all. My belief is that canned g will not come into their own the older generation have p away. Even then the prejudic linger to some extent, but as generation dies it will grow and eventually it will disap Of course all educational i ments such as advertising, lect and so on, will help, but things do not make much hea against the blind prejudice of y

---

An Absurd Provision.

There is one peculiar and h undesirable feature in the bill v the Associatio Dairy and Officials wish have Cong pass, prohibiting false repres tions in food and medicine ad tisements. Its text appears in other column and the idea is as as gold. There is a fairly large centage of merchants and manu turers who will not tell the tru their advertising unless they k they will go to jail if they don

The advertisement exone publishers from blame for pub ing untruthful food and med advertisements, provided they d in good faith, but makes them li although they may have publi the advertisement in good f *if a citizen in the same busines the advertiser notifies the publi that the advertisement is misl ing.* Thus it sets competitors u censors of each other's advertis and makes the censorship whe fair or not, binding upon publish This is absurd. The law ough release the publisher if he has cepted the advertisement in g faith, but should make him liab he continues to publish it afte has been found to be untruthful he has been *officially* notified to effect.

ASSOCIATION NEWS.

National Coffee Roasters' Association.

Following is the latest draft of the programme of the convention of the National Coffee Roasters' Association, to be held in Atlantic City, N. J., November 14th to 17th:—

Address of welcome, by Hon. Harry Bacharach, Mayor of Atlantic City.
Response for N. C. R. A., J. O. Cheek, first vice-president.
Address, "Dollar Exchange," L. J. Burnes, of National City Bank, New York.
Reports of presidents of the various local associations.
Reports of committees.
Address, Dr. Carl L. Alsberg, chief, Bureau of Chemistry, U. S. Department of Agriculture, Washington, D. C.
Address, "Harmony of Trade Relations," Wm. Bayne, Jr., president New York Coffee Exchange.
Address, Felix Coste, St. Louis, Mo.
Address, "Bankruptcy Law," T. H. Green, Minneapolis, Minn.
Address "What Do We Know About Coffee?" Floyd W. Robison, vice-president the Detroit Testing Laboratories, Detroit, Mich.
Address, "Our Retail Distrib tor," Paul M. Haserodt, vice-pres dent the Widlar Co., Clevelan Ohio.
Address, W. K. Gill, manag Coffee Department, Stone-Ordea Wells, Co., Duluth, Minn.
Report of special committee o "Retail Grocer's Problem," Fran R. Seelye, chairman, Chicago.
Report of Joint Trade Committe on Pro-Coffee National Adverti ing Campaign.

Address, C. C. Parlin, the Curtis 'ublishing Co., Philadelphia, Pa.
Address, "Advertising Coffee Na-onally," R. T. Snodgrass, N. W. .yer & Son, New York.
Address, "The Increased Cost of onducting a Wholesale Coffee oasting Business," Carl W. Brand, ne Widlar Co., Cleveland, Ohio.

ıny Retailers Were Defrauded by This Scheme.

Carl F. Guyer, president, and Ralph Harper, secretary of the Double Ser-e Tire and Rubber Co., Akron, Ohio, ve been arrested by Federal author-s charged with using the mails to raud. Many complaints against the thods of this company, which has d newspaper and farm paper adver-ing extensively, has been received by National Vigilance Committee and Akron Advertising Club. The busi-ss of the Double Service Tire and bber Co. was building a tire out of o old tires by stitching them together. ey claimed the tire they made would ve several thousand miles of service. owever, users of the tires complained t after fifty miles or so of continuous vice they were worthless. It is al-ged that when this company found the neme was not feasible, they simply pt the money sent them by prospective stomers, obtained through advertising. ark B. Miller has been arrested for nducting what is said to be a similar siness at Piqua, Ohio, under the me of the Piqua Tire and Rubber .

High Living Cost Sure to Bring Increased Supplies of Foods and Staples

There Will Be More of Everything as Soon as the Extraordinary War Demand is Over. Hard to Keep Pace With Advancing Markets. Oleomargarine Latest Line to Move Up. Advances Two Cents in Two Weeks, Due to Advance of All Ingredients.

The most unsatisfactory feature of the general business situation is the general rise in the cost of living, which is unquestionably bearing heavily upon the people of small incomes. There is, perhaps, little comfort to them in reflecting that the conditions are temporary, as they unquestionably are. They are the direct result of the withdrawal of so many men from industry and the enormous consumptive demands of the war. These prices, however, are giving a stimulus to industry which will result in a permanent increase in the supply of all kinds of goods.

In Cuba, for instance, there is great activity clearing new lands and bringing them into sugar production. The same is true in all sugar-producing countries, and it requires no prophet to tell that when the beet sugars of Europe come again into the market prices will be lower than ever before known. The work that is being done for agriculture in this country at the present time gives promise of important results before long. The farmers are increasing their herds, sheep raising is feeling the stimulus of unusual profits, and there are many signs which indicate that the consumer will have an inning later if he can hold out until the time comes.

Readers of this paper have been kept posted about the steady advances in almost every line of food products, and in many products which the grocer and general merchant handles other than foods. As a matter of fact a weekly paper can scarcely keep pace with the markets at the present time.

One of the most recent lines to advance is oleomargarine. Every ingredient which enters into oleomargarine or butterine has advanced, and the manufacturers of oleo state that they have at last been compelled to advance their prices. Oleo oil, neutral oil and all other ingredients have advanced about one-third.

The price of oleomargarine has advanced all told about 3 cents in the last two months, 2 cents of which advance has been made in the last two weeks. One reason for the upward movement is the large demand from munition manufacturers for the various animal fats which can be used for making glycerine.

The average price of oleo, prior to the advance, was 18 cents wholesale. To-day it is 21½ cents.

ELTON J. BUCKLEY
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Attorney and Counselor at Law
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Keystone, Race 746

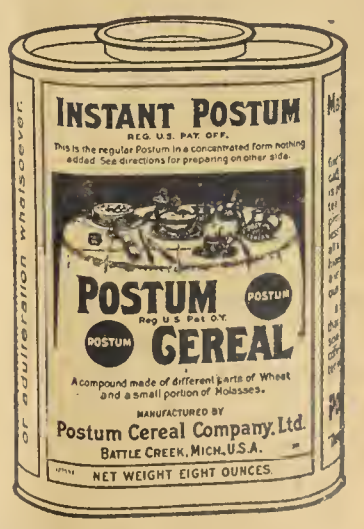
"Coming Events Cast Their Shadows Before"

The tremendous success of **Instant Postum,** together with the present remarkable output is significant of the growth of individual enlightenment, desire and demand. It is significant of that feature which must appeal to every grocer—

Steadily Increasing Sales

Instant Postum is a pure, delightful, convenient beverage, with unquestioned food properties, and free from any harmful ingredient whatever.

It is backed up by the heaviest national advertising in its various phases, and the profit is good for grocers.



"There's a Reason" for POSTUM

Sale Guaranteed!

Written for the "Modern Merchant and Grocery World."

Retailers Lose Trade to Peddlers and Agents Because They Aren't as Good Salesmen as They Are

So Says an Ohio Contributor Who Seems to Know What He is Talking About. Cultivating Salesmanship and Educating Consumers to See the Peddlers' High Prices, Are the Best Ways of Holding Trade Against Itinerants.

Speaking of peddlers, and the trade they are taking from grocers, we all realize that the peddler or agent as we should call him, sells only articles in which there is a large percentage of profit—mostly tea, coffee, spices, baking powder, extracts, etc. While we are listing baking powder for instance, did you ever stop to think that it requires a salesman to sell a customer an article for 50 cents which in reality is only a 15 or 20-cent quality, by giving her a premium which can usually be purchased from the 5-and-10-cent stores?

Did you ever put yourself in the place of the large distributors furnishing goods to hundreds of agents? They have the manufacturers and large jobbers put up their own brands and pack and carton their own products, roasting their own coffees. Take, for instance, their main warehouse, then the branch distributing house, where the order is put up and shipped to the agent. Think of the energy they must use to get their goods in the hands of the customer. Stop and consider, they go at it systematically. Let an agent go to a customer and try and sell and you will see how he is turned down, but they gradually educate the people to their methods and create a demand.

Don't you suppose if you made the same effort to sell your customer a can of baking powder or a pound of coffee as the agents do, that you would have a great deal better chance of success?

For instance, Mrs. Brown is trading with you—you notice she doesn't buy coffee, you mention the fact that you have a splendid coffee, something above the ordinary. Tell her you are using it in your home. Tell your customers the difference in the quality and in the price. When the customers are buying from a peddler they pay from 10 to 30 per cent. more than they would for standard brands. We must go about the matter systematically and educate our customers till they can see that they are paying a big round price for their premiums.

Above all things you want to bear in mind it takes a salesman to place goods in a customer's house and if we make the same effort as the agent does to make the sales on those products we can't help but see a big increase in our sales. Talk quality, price; draw their attention to the fact yours is a little bit better than the agent's. Talk for future orders so you may win her away from the agent. When she is in need of the articles you have her enthused so she will surely try your brands. If necessary give her a sample of tea or coffee as an investment for it will bring you a good big percentage of profit. Don't be a pessimist or a knocker, as that never helps to draw trade or keep customers, but until we can educate our customers so they can see that they are paying a higher price than what their local merchant is selling the standard articles for, and until the merchant educates himself to be as good a salesman as the agent, he can't hope to succeed—and until that time comes the peddlers will continue to thrive and our profits will grow smaller.

Did you ever stop to think that you could and actually do sell cheaper than the peddler? Your expenses are not as much, you haven't the freight rates from two points and sometimes more; the agent's goods, in order to reach him, must first come from the manufacturer and be shipped to the main warehouse. That is freight No. 1. From the main warehouse to the branch distributing plant is freight No. 2. From the branch distributing plant to the agent is freight No. 3. From the agent to the consumer is the fourth time it is handled. Of course we recognize that the large concerns buy in large quantities, but we must take into consideration the expenses they have. We can, by educating our clerks to talk intelligently to our customers on these articles—how some article is packed and handled—get her interested. Talk quality and point out to her how she is paying an enormous price for her premium. Watch your customers—keep track of what they aren't buying of you—use tact and draw your customer's attention to such articles as she is buying from the peddler. If it should happen to be tea, say Mrs. So and So, by the way, I have here one of the finest teas on the market. Tell her you are using it in your own home—be enthusiastic, find where she buys hers, etc. Then tell her you would like to have her try yours when she makes her next purchase on your recommendation.

As you know, an agent must be at least a salesman to make good and he has educated the public to his method while we haven't been making the most of our opportunities.

Do you not think that if you should make a special effort each week to talk to your customers on a special brand or article, have a display on your counter and some in the window and mention it to each customer and explain its merits and be enthusiastic, that it nearly always means a future sale?

How do the Grand Union or A. and P. Jewel Tea Co. get their goods in nearly every town in the United States? By persistent efforts they have educated the people to their methods while we have been taking things as they come to us, until they have nearly 10 per cent. of the coffee trade today. We are beginning to wake up to the painful idea that we are behind and someone else is selling our customers the goods that yield the retail merchant the most profit.

I know of several stores where their coffee and tea sales average better than 10 per cent. of their sales.

Explain to your clerks how you want to boost your sales; keep a list of your customers and get a line on what they don't buy and then find the reason and rectify it at once. When an agent can sell a stranger an order, why can not the merchant so educate his customers that they will see the folly in patroni agents and peddlers. It is g to take time but this is part of medicine.

Get the local papers to give merchants a little write-up on subject; let your customers k that you are not giving them s thing for nothing, but you are ing them more for their money they can obtain from any age peddler. Until we educate our tomers to this effect and the r merchant becomes as good a s man as the agent, the peddlers continue to thrive and our pr grow smaller.

H. A.

Toledo, Ohio, October 4, 191

To Compel Truth-Telling in Fo Advertising.

At a recent convention of officials, held in Detroit, Mich., a lution was adopted placing the orga tion on record as favoring the enact of the following Federal law go ing the publication of food and dru vertisements:—

Section 1. No person, firm, asso ation or corporation, by himself another, directly or indirectly, sh advertise in any paper, magazine other publication, or on any b board or other place of publicity, in any circular letter or document any character, foods, or articles tering into the composition or prep ration of foods or any beverag drugs, medicines or medicinal prep rations, etc., in terms or language by any design or device that is fa and misleading, or tends to decei or mislead, as to the nature, su stance, quality or ingredients the of, or as to the curative or remed effects or medicinal value of su drugs, medicines or medicinal prep rations, or as to any value of su foods or other products; nor d seminate, distribute or circulate a such advertisements or notices, any book or other publication co taining such advertisements or no ces for the purpose, or with inte to disseminate, distribute or circ late such advertising.

Sec. 2. The provisions of this a shall not apply to any owner, pu lisher, agent or employee of a new paper or other periodical public tions, or billboard or any advertisi agency for the publishing or postin of an advertisement in good fait and without knowledge of the falsi thereof, unless such owner, pu lisher, agent or employee shall h notified in writing by a public offic or by a citizen doing business an dealing in similar substances products, for which the advertise product is or may be substituted, th the said advertisement is deceptiv or tends to deceive, that its public tion is a violation of the provisio of this act. Any person or perso so serving such notice shall send copy thereof to the officer charge with the enforcement of this act.

Evidence that such notice was has been so served and that suc advertisements were thereafter pu lished or posted by such person persons shall be evidence of an in tent to violate the provisions of th act.

The New York Letter

›gress in the Educational Plan of the National Wholesale Grocers' Association. Big Sales of Granulated Sugar to Go Abroad. Bakers Agree to Mark Weight on Bread. Market Summary.

ial Correspondence of "Modern Merchant and Grocery World."

New York, October 7, 1916.

Readers hereof will remember t not long ago the National holesale Grocers' Association nched an educational scheme ich seeks to educate the retailer l make him a better merchant. is in charge of a man who is de- ing his entire time to the work. e following is the report of the ucational Committee as to what s been accomplished up to date :—

Education is something we all eed, and we find one of the greatest roblems is the education of the re- ail merchant. We do not wish to nfer that this applies to every re- ail merchant, because there are housands of the best merchants in he country engaged in the retail usiness, but there are also thou- ands of retail merchants who could e greatly benefitted in the conduct f their business if we wholesalers vould help them in solving some of heir problems. Conditions are hanging in the mercantile world, nd it is more necessary than ever or the retail merchant to have the nost up-to-date system for his busi- ness. There is no doubt in our mind hat the independent retailer of this country can meet all conditions and successfully compete with his larger rivals, the chain-store and mail-order house, but we wholesalers should get n closer touch with him and sug- gest methods for featuring and dis- playing his goods whereby he can in- crease his sales, suggest an account- ing system that is simple and com- prehensive, which will aid him in keeping a closer rein on his cost of doing business. A campaign of edu- cation along these lines will no doubt result in greater efficiency, and will be an incentive for the retailer to educate the consumer and show him why it is to his interest to do his trading at home. There is no doubt in our mind and continued practice has shown that the most economical method for distribution is from manufacturer to wholesaler, to re- tailer, to consumer. It must be re- membered that so far as foods are concerned they are assembled from all parts of the world by the wholesale grocer, and are brought into his stock by the cheapest way in carload lots, eliminating every possible handling charge. The wholesale grocer in turn distributes these goods to his customer, the retailer, in such quantities as required, but always in shipments which are the most economical. For instance, his order may be composed of thirty different items of various classifica- tions, but on account of there being more than 100 pounds in the ship- ment all of the items are billed by the railroad company at actual weight, which means that he pays only the actual freight on each item based on actual weights. This would not be the case if the items were purchased separately from different sources and in quantities less than 100 pounds, as in such cases the railroad company would charge the minimum rate on 100 pounds, al- though the actual weight would be less than 100 pounds. We mention this to show the inconsistencies of the claims made by some people that foodstuffs could be distributed from manufacturer to consumer, and we know and can prove that such a method would be more expensive to the consumer, especially when you consider that there are thousands upon thousands of items in our line in daily demand assembled from all over the United States and foreign countries. The retailer is one of the three links in the greatest and most economical chain of distribution in the country. The manufacturer, the wholesaler and the retailer, whose combined efforts form one of the greatest services to society in the United States are entitled to every encouragement in their efforts to bring about greater efficiency.

In a short time there will be a book published by Rand, McNally & Co., called the "Food Geography of the World," which it is expected will be adopted as a text book by the school systems of this country. The book was written by Mr. Forrest Crissey, whom we know to be one of the ablest writers in the country. The manuscripts for this book have been carefully read over by a com- mittee consisting of Mr. S. B. Steele, Mr. W. F. Bode, Mr. O. B. McGlas- son and myself. Rand, McNally & Co. required this to be done by prac- tical men in the business. This book when completed will contain about 80,000 words, and will be the greatest book on food supplies ever pub- lished.

* * *

The Federal Sugar Refining Co. announced during the week that it had sold 30,000 tons of refined sugar to a foreign government to be shipped January, February and March next. Of course this will still further strengthen the situ- ation, although it probably will not prevent prices from being lower as soon as the new Cuban sugar, which is expected to be very abundant, gets under way.

* * *

During the week about 300 bread bakers from all parts of the city had a conference with Weights and Measures Commissioner Harti- gan, and after considerable discus- sion agreed to mark the weight on the loaves of bread which they sold. After they agreed to this the cases against them for not having done so were dropped.

Summarized Market Con- ditions.

Tea quiet but steady. Buyers are fairly well filled up. No change in

(Continued on page 14.)

Substitutes

Are you experimenting with the various patent lamps put upon the market from time to time? *Are you saving a few pennies in light bills and losing hundreds of dollars in lost sales?*

Don't deceive yourself in believing that you are practicing economy by using a substitute for Electric Light.

Our rates are right. May we serve you?

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

Mounting Higher and Higher

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

It is unfortunate the cost of food products should be steadily advancing. Supply and demand regulate all markets. This year the demand is abnormal due to the universal employment of labor at high wages, while the supply is curtailed owing to partial failure of some of the most important crops that enter into everyday consumption, requires stretching to make both ends meet.

SYRUPS—Here is a breakfast sweet growing in favor as the price of butter advances. Our *Challenge Table Syrup* is very popular and always pleases; *Royal Table*, a great favorite; *Gilt Edge, Extra Amber, Very Best, Starlight, King "B," Crescent, White Clover.* Try our Syrups once and you will try them again; trade winners.

CANNED PEACHES—The new pack now in stock and we believe it would pay you to buy a few cases, prices will be no lower and they are liable to take wings like most other merchandise. Tioga, Extra Standard, heavy syrup, per dozen, $1.75; Elysian Park, Standard, at $1.65; Log Cabin, Standard, yellow, at $1.55; Full Moon, Y. F., at $1.40; Riverside, yellow, at $1.35. All good value.

LANTERN GLOBES—Do you sell them? We have a surplus stock of Tubular No. 0, five dozen in a case, good stock; while they last we will sell them at 50 cents a dozen. It will pay you to look up your stock.

EARLY JUNE PEAS—*Cruiser Brand.* These are extra quality Early June Peas, tender and fine flavor, as nice as anything packed, our price is $1.00 a dozen. Bear in mind they are extra quality and while canned peas are now lower in price than either corn or tomatoes, they will not remain so.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

Cutting and Selling Fresh Meat to Best Advantage

In this department from time to time will appear practical information, prepared by an expert meat cutter, as to how to cut various meat sections to the best advantage.

No particular effort will be made to quote absolutely correct prices in the various examples given, as prices vary from place to place and from day to day. The object is to elucidate principles. If they are made clear, the reader can apply them to any prices.

Cutting and Selling Beef.—Continued.

The cutting of beef properly is one of the secrets of success that practice only will perfect you in. Strive in all cases to cut smooth. Where you are asked for a 2-pound steak cut 2 pounds and not 2¼ or 2½ pounds, but in case you do cut over or under, if you don't use pennies, give and take, better take when you can. Have a clean box for your trimmings. They make good Hamburger and mixed sausage. If you have not a reduction plant and have the power, get a bone mill. Ground bone for poultry feed will always bring you a few cents per pound. It will make your bank book look better at the end of the month. If a customer wants a few bones for the dog or cat, just ask how much, 5 cents or 10 cents. Very few will expect them for nothing, and if they appreciate their pets they should be able to pay for what they eat. When a lady buys a dress pattern she doesn't ask the merchant to give her a pair of shoes for the kid.

To retail extra hind quarters of beef costing 16 cents:—

122 pounds hind quarter at 16 cents, cost	$19.52
Plus 25 per cent.	4.88
	$24.40
33 pounds Round Steak at 22 cents	$7.26
39 pounds Loin Steak at 30 cents	11.70
15 pounds Rump Roast at 18 cents	2.70
7 pounds Back Round at 20 cents	1.40
10 pounds Shank at 4 cents	.40
10 pounds Flank and Cod at 8 cents	.80
5 pounds Suet at 10 cents	.50
3 pounds Waste	....
122 pounds bringing	$24.76

These tables are for extra hinds and not by carcass.

Extra front quarter of beef costing 6 cents:—

128 pounds front quarter at 12 cents, cost	$22.36
Plus 25 per cent.	3.84
	$19.20
29 pounds Rib at 22 cents	$6.38
27 pounds Plate at 10 cents	2.70
56 pounds Chuck at 16 cents	8.96
5 pounds Neck at 10 cents	.50
8 pounds Shank at 4 cents	.32
3 pounds Waste	....
128 pounds bringing	$18.86

Note I have allowed for a small neck on all tables. Most butchers cut them larger than necessary. This good lean beef when you cannot sell it in boneless stews and boils will bring you much more per pound in Hamburger steak, chili meat and mixed sausage or bologna. You must think of your sausage mill before you sell a piece of good meat at a bargain.

When you handle front quarters that cost 12 cents it is out of high class beef—usually No. 1 native stuff. Your center cuts of rib roast should readily bring 22 cents per pound, the navel end of your plate 20 cents, and your best shoulder cuts 30 cents. It is not always necessary to sell for as low a margin as 25 per cent., even in this high priced beef. It costs lots of successful butchers 20 per cent. on the money received to do business, and few of them less than 15 per cent. Don't think that because your competitor is selling at a loss that you must too, for if he does he hurts himself worse than he does you; more yet, he won't be a competitor long if he keeps this up, for he can't pay his bills, let alone yours. Cutting prices to where a butcher cannot make a decent profit is one of the most foolish things we have to contend with. If butchers were better educated as to what they should get for their stuff, and organized just a little, we would have very little trouble in this way.

To find your actual cost on any or all of your separate cuts of beef, deduct 20 per cent. from your selling price and it will give the same. You will notice that I figure the shanks of beef very low, allowing only a small sum for the 36 pounds in a carcass of beef, when in fact there is from 11 to 15 pounds of good lean meat on them if you will trim them out, and you will find they will bring much more in hamburger, mixed sausage, bologna, and in many other ways. Sell your meat by the pound—that's what we have scales for. This stops the soup bone fiend, who expects and often gets 20 cents worth of lean beef on a 10-cent soup bone. This will also make up for the rump soup bone where you have to take it out of your roast and other little trimmings where beef is handled slow.

Contributed.

The Attack on Premiums Up-to-Date.

How the Recent United States Supreme Court Decisions Have Been Used by the States to Support Campaigns of Their Own. No Headway Has Apparently Been Made as Yet.

From erroneous references in some newspapers and trade journals to a decision made some time ago by the Supreme Court of the United States, bearing upon the Florida and Washington State laws taxing premium enterprises, many have obtained a wrong impression of its real import. The Supreme Court decision was, in effect, simply that the passage of such laws was not contrary to the United States Constitution, leaving the matter just where it has always rested—a question for the State Courts to determine—the Legislatures being under the restrictions and limitations of their State Constitutions.

The courts of more than a score of States have held that premium advertising has the same standing as any other form of advertising and cannot be prohibited or restricted.

The Florida law was repealed by the last Legislature of that State after the unwarrantable features of the measure were recognized. There is also every indication that the Washington law will amended or repealed, at least i much as it applies to manufac ers' coupons. In fact, since enactment even the trading st and coupon companies (at whic was chiefly aimed) have contin to do business "at the same stand" with but a slight chang their methods.

Only recently Governor Mc of Massachusetts, advised the L islature of that State, upon the vice of the Attorney-General, th bill of this character would vio the Constitution of Massachus

Since the United States Supr Court rendered the decision question, bills attacking prem advertising have been introdu in every Legislature in session ing the present year. New Y Massachusetts, Louisiana, Geor Rhode Island, Tennessee, Kentu and many other States have year reaffirmed the position viously taken, namely, that premi advertising is as sound and leg mate as any other form of tr promotion.

J. N. F

New York, N. Y.,
October 5, 19

Potato Importation Regulations

Those who contemplate import potatoes from foreign countries into United States are notified by the Un States Department of Agriculture they should give consideration to regulations regarding entry of potat to prevent the introduction and est lishment of injurious potato dise and insect pests. The following outl of the conditions under which potat may be imported is issued by the F eral Horticultural Board: The impo tion of potatoes from Great Britain, cluding England, Scotland, Ireland Wales; Germany, Austria Hung Newfoundland and the Islands of Pierre and Miquelon, is prohibited quarantine on account of the prese in those countries and islands of a s ious plant disease known as potato wa or black scab. The following countri in which the disease is not known occur and which have complied with regulations of the United States requ ing examination and certification pr to shipment, have the privilege of porting potatoes to this country, name Denmark, Belgium, Holland, Bermu Cuba and the Dominion of Canada.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus,

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet posters, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 14.)

The Grocery Markets

Tea.

The tea market is active and business is much better than it was a few weeks ago. There is nothing very cheap about. Here and there sellers are making slight concessions on large orders, but the market is steady to firm without any material change from a week ago.

Coffee.

The coffee market, speaking particularly of Rio and Santos, is slightly weaker than it was last week, and it is possible to buy a shade cheaper. Demand is poor, buyers not being satisfied as to the safety of the present market. Milds are still dull and inclined to be weak. Mild coffees are extremely cheap at the present writing, in fact you can buy some grades of Central American coffees as low as a good Santos costs. Java and Mocha unchanged and quiet.

Sugar.

The sugar market still shows a tendency to advance. All refiners are now on the basis of 7 cents for granulated, and raw sugar is now quoted at 6.02. The present high prices of sugar are undoubtedly only temporary, although they will probably be maintained for some time to come. The coming Cuba crop is 400,000 tons more than last year's crop, which is 400,000 greater than the year before. Cuban planters are straining every nerve to produce some sugar. In fact most of the producing sections, except those of Europe, are doing this and it is expected that the coming world's crop will be only 750,000 tons less than the crop of 1914, before the war started. Beet granulated is not cutting any figure as yet, as the growers do not seem to be ready to sell. None has been offered for the extreme Eastern territory as yet, and it may be that none will be, as the producers can sell their granulated to better advantage in the West than in the East. The consumptive demand for granulated sugar is fair.

Syrup and Molasses.

Glucose shows no change for the week, but confectioners' glucose is temporarily out of the market. The situation is very firm. Compound syrup is high and is still in light demand. Sugar syrup is still very much above normal, but is in light request. New cane juice molasses is being offered at about 10 cents above normal. Advices from New Orleans are that the supply of first molasses will be very much reduced this year because of the desire of the planters to get all the sugar out of their molasses that they can. This will reduce the quality of the molasses remaining and already some grades, which ordinarily would not bring more than 13 cents, are being freely quoted and bought at 28 cents.

Fish.

The mackerel situation is about unchanged. The domestic catch is not looking quite as good as it did and prices are still very firm, though no higher for the week. Irish mackerel remains unchanged, and the Norway situation is quite unchanged. Even if the embargo on the exportation of Norway mackerel is lifted, there will be few at the moment to come for very few have been salted. Cod is very high, and so are hake and haddock, as has previously been reported. Demand is fair. Salmon shows no change. All grades are steady to firm on a high basis. Demand fair. Domestic sardines are very scarce and high and are ruling now at $3.15 in a large way. Imported sardines show no change whatever.

Canned Goods.

Tomatoes are showing considerable excitement. Sales have been made during the week as high as $1.10 to $1.15. Jobbers are paying these prices and so are the large packers of tomato products. There does not seem to be any real reason for these rates. Last year the pack was only 8,000,000 cases, with a 3,000,000 carry-over, making a total available of 11,000,000. This year it seems to be agreed that if the pack were to stop now it would show from twelve to thirteen million. It has not stopped, however, and there might easily be another million packed. Last year, under the influence of the short pack, prices got to $1.05 in a large way, but people stopped buying and the price had to decline. Whether the same thing will happen with the present price remains to be seen. If the pack is even 12,000,000, $1.10 or even $1 is too high. Corn is also very high on account of scarcity. Southern Maine style corn has passed the $1 mark, which gets it about 50 per cent. above normal. Shoepeg corn is quoted at $1.25, against a normal price of not more than 80 cents. New York deliveries will be nominal and the average Maine delivery will not be over 50 per cent. Corn is sure to be exceedingly high during the entire season. Peas are still firm and high, but unchanged for the week. Apples are dull at ruling quotations. California canned goods show no change. Moderate demand. Small Eastern staple canned goods are still very scarce and very high. Sauer kraut has reached the dollar mark, and canned pumpkin and Southern string beans are both about 50 per cent. above normal.

Dried Fruits.

Dried fruits show no change for the week. Prunes, raisins and currants are the firmest lines, all being above normal in price and firm, with, however, a light demand.

Butter.

The butter market is very active for all grades, at an advance of 1 cent per pound. Consumptive demand is good and considerable butter is being shipped abroad. The quality arriving is up to the standard for the season, and the market is healthy. Butter is ruling about 6 to 7 cents above last year.

Eggs.

The market for fresh eggs is very firm at an advance of 1 to 2 cents per dozen. The consumptive demand is very good and the supply is about normal. The quality of the present receipts is very fine and the market is strong and healthy at 5 to 6 cents above last year.

Cheese.

The cheese market is firm and in very good demand for export as well as for home use. The make is a little lighter than usual and the situation is firm. If there is any change, there will probably be a slight advance. Cheese is about 5 cents above normal.

Beans and Peas.

The market for pea beans, both on spot and for future delivery, remains unchanged. Prices are high, with a strong undertone. Marrows are unchanged for the week; fair demand. California limas also about unchanged, with demand. New green peas offered at $3.85 per bushel large way. This is about 30 above the spot price and cons ably above the average for the several seasons.

Provisions.

All cuts of smoked meats steady, with unchanged prices a fair consumptive demand. and compound lard are uncha and active. Barreled pork is at ruling quotations and dried is firm at an advance of 1 Canned meats are firm and changed. Provisions are from to 2 cents above normal; pure compound lard about 3 above; barreled pork about above; dried beef about 5 above; canned meats about 20 cent. above.

INDIVIDUAL MARKET REPOR

Evaporated Apples, Etc.

We have a much stronger ma here on evaporated apples. The mand has been from all directions there is such a demand for fresh a that the evaporators are making headway in getting started.

Prime quality in 50-pound boxe held at 6¾ to 7 cents, with choic cent per pound higher. Strictly f is held at 8½ cents.

There has also been a good inq from the bakery trade for evapor quarters, at 8 to 8½ cents per po

Unless the output here turns ou be greater than expected, we are apt to have a still higher rang prices.

C. C. Hal

Rochester, N. Y.

Foreign Grocery Specialties.

Olive oil continues its upward cou but fine grades are particularly sc and the demand continues excelle

Very few shipments are arriving f Italy. The market is rather bare strong and when the American ga of which quantities are still coming this market, has been exhausted, when the quality has deteriorated, look for decidedly higher prices on Italian garlic.

Strohmeyer & Arpe C

New York.

Rice.

The market for the past week been of an improving tendency. slow arrivals of new stock have gre interfered with the distribution, but trade are evidently becoming satisf that prices for good to fancy grades Honduras are on a safe basis for eration, and are filing their orders delivery as soon as possible. Jap while not entirely neglected, is not tracting any special attention, as it felt that prices must fall away a c siderable item before it can be regar as a prominent factor in the mar movement. The first cuttings of B Rose was expected in this market d ing the next week or ten days, but n that all steamship lines from the So to this point are embargoed, it is di cult to foretell their ultimate arrival

Advices from the South along the lantic coast note a slight improvem

the demand, especially for screen-
.
ı the Interior, Southwest Louisiana,
as and Arkansas, the rough rice
ket continues very active, with
e sales at former prices. Now that
e Rose rough is coming into the
ket in small quantities, the mills,
to eagerness to obtain the first
vals, have paid very high prices.
D. TALMAGE'S SONS CO.
ew York and New Orleans.

—

Sugar.

efined Sugar.—The market continues
ly and unchanged, inclined to be
er quiet. All refiners are quoting
s fine granulated 7 cents, regular
ıs, except Pennsylvania, who quote
s 6.95 cents. Warner, in New York,
ill talking business basis 6.90 cents
prompt shipment, assortment with
r. New business is light. With-
vals against contracts are fairly
l. Most refiners are considerably
nd in making shipments. Franklin
fully two weeks behind at this time.
ahan can ship most grades fairly
ıpt, but are somewhat behind on as-
ed cars containing bulk granulated
ags and bags of 4/25 lbs. Penn-
ania can ship within three to five
, according to assortment. With
oversold condition of the refiners
their scant supply of raw sugars,
see no relief in sight for several
cs and cannot too strongly urge the
e to anticipate their wants well
d of their requirements.
aw Sugar.—The market continues
t, steady and firm at equal 6.02
s, duty paid, at which price sugars
offering for October shipment. Re-
s are holding off at the moment
show little or no interest in offer-
except for quick available sugars.
do not seem inclined to purchase
ast half of October shipment. The
et closes quiet with no special in-
ions. The Federal Sugar Refining
ave arranged to furnish the Eng-
Government with 30,000 tons of
ed sugar during January, February
March, 1917, on a toll basis, or in
ange for raw sugars.
J. H. HUSTON CO., INC.
iladelphia, Pa.

—

Wheat and Flour.

our Saturday letters we have dis-
d the wheat situation from every
, pointing out that a rise in wheat
s was as irresistible as the rising
of the oceans.
ny in the trade are making the
ke of trying to measure this year's
itions with last year's yardstick.
large stock of wheat in the visible
y is blinding them to every other
tion; they are like men whose eyes
o close to the ground picking up
es that they fail to see the dollars
just beyond.
have shown in our Saturday let-
hat, after allowing for economy in
mption by reason of the high
s, the maximum surplus available
xport from the United States is 141
on bushels, and from Canada 100
on bushels, making a total from
h America of 241 million bushels, or
half of the quantity that was ex-
d for the 12 months ending June
16.
you know that during July, Aug-
nd September North America has
ed 116 million bushels of wheat,
50 per cent. more than the same
hs last year?
you know that if we continue to
t this rate during October, Novem-
nd December we will have ex-
ed our entire surplus, and be on a
stic basis after January 1st?
you know that during October,
mber and December last year North
ica exported 189 million bushels
5. 64, Canada 125) and that to ex-
port only 124 million for the same three months this year would leave only sufficient for home needs, and nothing for export after January 1st?

Do you know that during the next three months Europe is almost entirely dependent upon North America as a source of supply, for the stock of old crop in Argentina is dwindling rapidly, and the new crop will not be harvested until December, and shipments will not arrive in Europe until February?

Do you know that after the turn of the year millers and exporters will be scrambling for wheat, and there is serious danger of over-exporting?

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

—

Imported Fish Specialties.

Herrings of all kinds are selling very well indeed, and prices, while not any higher than those quoted last week, are certainly very strong and tending higher; in fact, some particularly fine lots of herrings have changed hands at higher prices. Holland herrings are being offered for shipment at rather reasonable prices, but so far no interest has developed as importers expect rather low prices for Holland herrings this season, owing to the arrangement which England has made with Holland, giving them a certain rebate on all herrings exported to the United States. So far no offers have been received of new Norway herrings. It seems that all that has been caught so far has been used for local consumption.

Imported sardines continue in really good demand and prices are very firm. The catch in France is practically nil, in fact, no fish that is suitable for the United States trade has been caught lately, and exorbitant prices have been paid for the few lots which have arrived here, which make French sardines



Make money by making your own Peanut Butter

With a small **Quaker City Peanut Butter Mill,** which we will send thirty days on trial, you can make your own peanut butter, freshly, economically and profitably.

You can make more money on what you make, than on the same thing bought from somebody else. Always remember that.

Write for some keenly interesting reading matter.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.



Can We Make You a Window Display?

¶ Posters, painted walls, painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O,** the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

The Scale Hospital

Scales of All Kinds Repaired
Made Like New
Refrigerators Repaired and Moved
Store Fixtures of All Kinds
Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

Patented Store Fixture



SPACE REQUIRED
15 X 15
60 INCHES HIGH

WITH A HEATER
(*Operating cost 1c daily*)

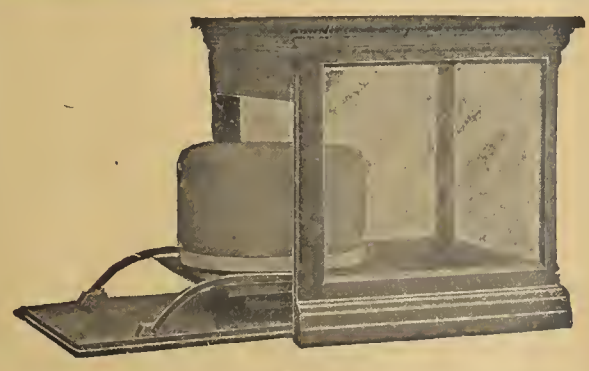
It keeps them Hot!
It sells them!!
Your customers eat them!

Sell 12 Pounds Daily
Make

$814
Yearly Profit

Price, $100—Easy Payments

Originator Mfg. Co., Inc.
302 Broadway, New York



Want to Save $7.50?

If you buy this classy cheese cabinet within thirty days, at the regular price of **$7.50,** we will put in a French plate glass front that ordinarily adds $1.75 to the cost. You must use some cheese cabinet—where can you get any better?
Order through your jobber or from H. F. HEACOCK, 51 North Second Street, Philadelphia, Pa.

Made by The American Specialty Manufacturing Co. - Chambersburg, Pa.

a real luxury, which must be paid for at high prices.

In Norway the catch is not at all satisfactory. Prices are just as high as ever, but the trade is getting used to paying those higher prices and large quantities are imported and sold.

STROHMEYER & ARPE CO.

New York.

THE NEW YORK LETTER

(Continued from page 9.)

prices.—Coffee dull, with prices fairly steady.—Sugar fractionally higher for the week; raws selling at 6.02 and granulated at 7 cents. Immediate future is high.—Canned goods in heavy demand. Tomatoes quoted at $1.10, situation very strong, although the pack is going steadily forward. Corn very scarce and very high. Rumors of sales of Maryland Maine style corn at $1.15. California asparagus pack very heavy this year. Canned fish all high and firm, especially salmon and domestic sardines. Canned fruits fairly active and unchanged. —Raisins firmer on account of crop damage. Balance of the dried fruit line quiet but firm.—Wheat higher on account of export buying.—Flour shows a further advance of 10 cents per barrel during the week. —Provisions still very high and very much above normal.

Straight Talk to Clerks.

The Whole Secret of Selling Goods at Retail Is Right Here. Sales Not Made When They Could Be Made Defraud You.

When you go into a store and a salesperson asks, "Do you wish anything?" doesn't it at once strike you that it comes very close to being a "foolish question"?

Why should you be in that store if not to buy something?

True, people go into stores with the full intention of "just looking" —and they are to be made welcome and assisted in every unobtrusive way, and not made to feel that they are a trouble.

But the mere fact that they are in the store shows that they are after something; so, let your greeting assume that they want to get it now by saying, "What can I show you?" or something similar in form; and, if possible, change a "looker" into a customer—because we may have exactly what she has in mind.

Do it tactfully—oh, that word tact could be a text for a volume! But the best "boiling down" of the volume is defining tact as doing to others as you would be done by—treating a customer as you would like to be treated in courtesy, consideration, attention and in intelligent and helpful service. You owe it to her, to the store, and to yourself.

Did it ever occur to you that you are defrauding yourself when you lose a customer—or don't sell all you might have—because of lax attention and inferior service? This affects your sales record and your sales record is the gauge of your efficiency, and inefficiency spells loss of a job. Think it over.

E. L. SMYSER.

Philadelphia, Pa.,

October 5, 1916.

The Week's Dry Goods Review.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods shows large gains over the corresponding period of a year ago.

Road sales for both immediate and future delivery continue to maintain the heavy volume of the past few weeks, and exceed those of a year ago by a considerable margin.

Merchants have been in to market in considerably larger numbers.

Collections are in excess of the week last year.

Prices are firm.

THESE MANUFACTURERS W GRATUITOUSLY SEND RET ERS ADVERTISING AND PLAY MATTER.

(Continued from page 11.)

The O. & W. Thum Co., Gr Rapids, Mich. Furnishes show ca chandelier cards; also window tri —six pieces, on paper, in col One show card is sent in each of 250 sheets. Tanglefoot Fly Pa

The Southern Cotton Oil 24 Broad street, New York. Furnis recipe books, cut-outs, window tra parencies, complete window tri envelope stuffers, electros, lant slides showing dealer's name, other dealer-helps. Wesson Sn drift Oil.

Loose-Wiles Biscuit Co., L Island City, New York. Furnis cut-out displays, store hangers, ma zine advertisement reproductions, boards, sampling lists, and attrac blank cuts for retailers' advertis

Buffalo Specialty Co., 375 Elli street, Buffalo, N. Y. Furnishes w dow trims, newspaper electros, ters and circulars for dealers to s out to their customers. Liq Veneer.

William J. Moxley, Inc., Ph delphia, Pa., will send to all dea handling their butterine win trims, cut-outs, empty cartons, m ing picture slides, quarter-po samples and much other material use in advertising and exploiting goods.

The Hill Bros. Co., New Y will supply, advertising Dromed Dates and Cocoanut, framed signs, date hanger, yellow c paper, empty date cartons, cocoa hanger and all material necessary window displays.

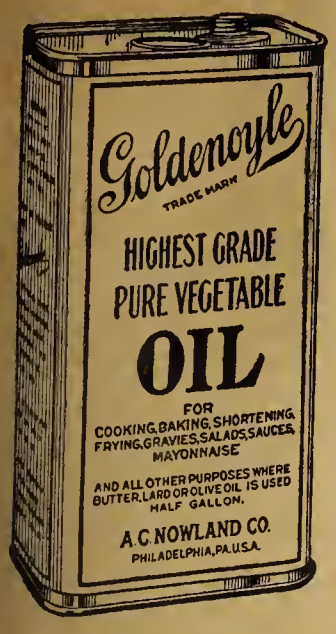
ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia



You Ask for a Talking Point; Here It Is



Salesmansnip must have intelligent talking points, or it doesn't get anywhere. When we ask you to take on **Goldenoyle,** you have a right to ask what there is about it that will make it sell better than other cooking and salad oils.

This is **Goldenoyle's** talking point:—It is the highest grade cooking and salad oil on the market; the richest and most velvety vegetable oil of this class your customer can buy. Did you read what Professor Allyn, the Westfield chemist, said about it?

We are oil refiners of twenty-five years' standing, and we know oil like a book.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street PHILADELPHIA

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Madam.

"Where's the madam?" I said to a customer of mine the other day. The madam is his wife. I'd always seen her in the store, hustling about and doing her little stunt, just as if she was on regular wages. Good jolly little soul. Not a lazy bone in her body. I like her and I always looked forward to a little chin with her.

"The madam ain't coming down any more," he said.

"Why not? She ain't sick, is she?"

"No, she ain't sick; she's all right. But we thought she'd better not come."

He looked so blamed funny when he said it, that I couldn't drop it.

"I'm sorry for that," I said. "I like to see her and talk to her. Nothing wrong is there, old man?"

He sort of grinned. "Come back," he said, and we went back to his little cubby hole.

"The truth is," he said, "the madam was too generous with the customers. I got on to it last week, and after that I sort of watched. Why everybody was simply pushing her along for a good thing. I didn't make a cent on anything she had to weigh or measure out. Jerusalem, it was fearful!

"You see," he said, "she's got a heart as big as her body, and these women could jolly her into giving 'em about twice as much as they ought to have. Why she measured out a quarter of a peck of tomatoes one day and before it left the store to be delivered I turned it out and measured it. It was a full third—mighty near a half. They simply jollied her into piling it up and piling it up, and there wasn't a cent in it.

"Same with everything. If she weighed out a pound of coffee they would talk to her about how hard it was to get along with things so high, and she'd dump in several ounces over. She couldn't help it—that's the way she's built. She'd give away the coat off her back."

"What did you do?" I asked.

"I talked to her about it. She didn't know she was doing it. I told her everybody that came into the store was holding off for her to wait on 'em and it got so after a while she was worse rushed than anybody else in the place. She said she thought we ought to give good measure. I told her about the quarter of a peck of tomatoes, and then she saw it and said she'd be more careful.

"She was, the next day too, but she got me in wrong by telling everybody that I'd called her down for giving too much. That made 'em sore, and in three days she was back just where she was before. She couldn't stand up against 'em—they could put it all over her. So I talked it over with her and we decided she'd best stay at home. Sorry, too, she was a big help."

D'ye know, it's a funny thing about women that way? There ain't any middle ground with 'em at all. Either they do the way madam did, or they're as mean as poison and won't give even a grain over. I've got another customer whose wife darned near queered his business, just by snooping around to see that nobody gave big measure. Everybody hated her and nobody would let her wait on 'em if they could help it. In the end the store began to lose trade and she had to stay out, too. In that case she and her husband had a row about it and pretty near come to quits.

You won't often find a woman that can see the store's side of it and the customer's side too. That is, not if she's married to the boss. If it's her store, seems like she's all right. I suppose she sees she's got to be if she's to hold her business and so she goes ahead and does it.

If a man's wife's going to help in the store, I like to see her take care of the books. If she's cut out for that, that's the best place for her. She can't get in wrong and she can't put the store in wrong. Ain't that right?

THE STROLLER.

Our Canned Tomatoes Are Wanted in Canada.

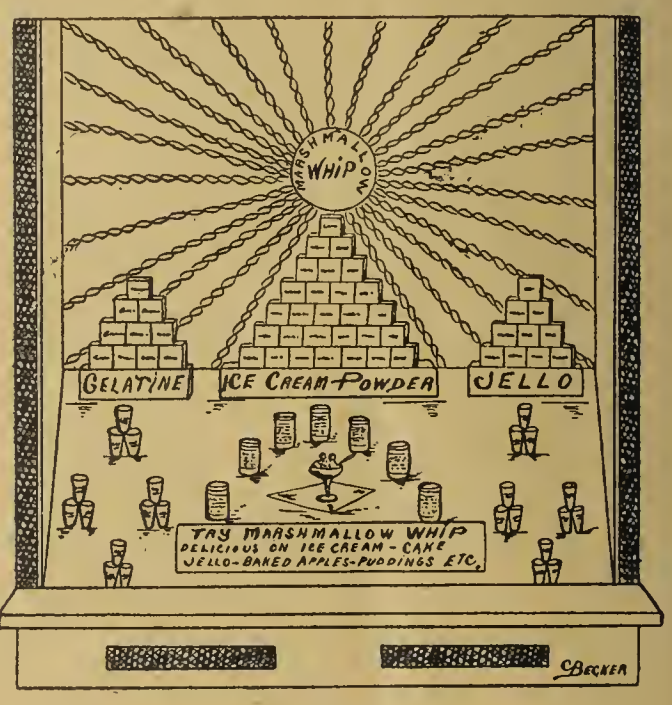
In talking over the canned vegetable situation the United States Consul at Kingston, Ontario, was informed by a Kingston dealer that he would not be surprised if before the arrival of wholesale houses would be obli import canned tomatoes from the States. To be ready for this American canners should forwar price lists and, if possible, a can goods. All communications and should be addressed to the A Consul, Kingston, Ontario, Cana

The Consul believes there wil opening not only at Kingston b in other parts of Ontario for can canned goods. A strict com with the food regulations of the States would prove acceptable Canadian customs officials.

Become a Peanut Butter M facturer.

Does that seem difficult for do? It really is not, because have to do is to install a small City Peanut Butter Mill, whi manufacturer will send on thirt trial, and buy some glass jars cups and start in. You'll be su what an advertisement for you this mill is. It attracts the peo you sell slews of peanut butte good profit, besides having the ers in your store to sell them goods. Think it over and then j progressive dealers. The A. W. Co., 3722-32 Filbert street, Phila will gladly send you some int reading matter or have some on you.

Weekly Window Display Suggestions



Marshmallow Whip Display.

Marshmallow whip makes a very nice display if arranged as show illustration. Cover the bottom of the window with white crepe Directly in front place a large sign card, worded as in cut. In back of in the centre, on a paper napkin, place a dish containing some Jell-O some of the whip on it and two maraschino cherries. Around this arra semi-circle of the whip, and on either side several pyramids of it in sm containers. In the rear build three pyramids of boxes, one of ice c powder, one of gelatine and one of Jell-O, and place at the bottom of pyramid a sign card showing what each is. In back of the pyramid c cream powder, nail a small stick to reach about half way up, and tack a white cardboard to this, with the words "Marshmallow Whip" on it. tack twisted strips of the crepe paper around the edges of the window fasten all the ends to the stick in back of the round sign card.

ıll Business Prospects in Pennsylvania, New Jersey and Delaware

e "Modern Merchant and Grocery World" Addresses a Letter to a Representative Grocer or General Storekeeper in Every County of Pennsylvania, New Jersey and Delaware, Asking the Condition of Business, Whether the People are Employed and Have Money, Whether Chain Store Competition Affects Them, and Condition of Collections. Some More of the Answers Received.

ı an effort to learn what the imliate future holds for retail gro- and general storekeepers dur- the coming fall and winter, the ɔdern Merchant and Grocery rld" has addressed a letter to a esentative retailer in every ıty in Pennsylvania, New Jerand Delaware. The letter asked dealers addressed to answer the ɔwing questions:—

1. Is there plenty of money in your rritory?
2. Are the people employed?
3. Are your collections good?
4. Are you suffering from chain ɔre competition?
5. On the whole, do you expect ur business to be as good, or tter, or not as good, as last Fall's siness?

nswers to these questions are inning to come in and will be lished as fast as received.

SALEM COUNTY, N. J.

Business is about the same as one ar ago.

B. L. Cook,
Salem, N. J.

—

CAPE MAY COUNTY, N. J.

Business prospects are good, alough prices are high. I cannot see ıere people buy any less goods.

L. V. Camp,
Cape May Court House, N. J.

—

LAWRENCE COUNTY, PA.

1.—Yes.
2.—Yes.
3.—Fair.
4.—No, they are just making us ɔrk harder.
5.—We do.

S. N. Travers & Son,
New Castle, Pa.

—

LUZERNE COUNTY, PA.

1.—Yes, but not in circulation; it in the banks, I think, as saving posits seem by reports to be good.
2.—Yes, all who wish to be.
3.—Normal.
4.—Not directly, but naturally I ppose we must be indirectly, as it reasonably sure that when upırds of 100 chain stores or of that nd drops in a city of our size that e population does not increase corspondingly, and their trade must cessarily draw from the others.
5.—Yes, but one per cent. of profit ll not be as large owing to the gh prices. For example, if one ar ago we bought flour for $5 and ld it for $6, we made $1 per barrel. This year we pay $9 and sell for $10. We make $1, but the per cent. will be smaller, as we cannot sell for $2 advance and of course nearly everything corresponding. Expenses are more than a year ago and the difference must come out of the dealer's profits.

B. B. Crompton,
Wilkes-Barre, Pa.

—

NORTHAMPTON COUNTY, PA.

By reason of the industrial activity in our county business just now in our line is very good. Munition plants in connection with the Bethlehem Steel Co. stretch for four miles towards Easton from Bethlehem. They are employing a large number of extra hands; the iron industry is running full and the slate and cement industries are employing a large number of men. In fact, it is difficult to secure men to get work done. All this has helped trade and we believe that the movement of business in our line in the months of August and September is as large as it has ever been with the exception of 1914.

Fred. R. Drake,
Easton, Pa.

Kellogg Toasted Corn Flake Co. Wins Controversy Over Kellogg Name.

The Kellogg Toasted Corn Flake Co. was advised during the week that it is entitled to register as a trade-mark for its prepared foods the word "Kellogg's" in script, through a decision of the examiner of the patent office at Washington, D. C. The decision also states that the Kellogg Food Co. and Dr. J. H. Kellogg "have lost to the Kellogg Toasted Corn Flake Co. any right which either of them may have had to the name 'Kellogg' or 'Kellogg's' in connection with flaked cereal foods, or in connection with the broader business" of the manufacture of prepared cereal foods. The decision is upon an interference filed by the Kellogg Food Co. and Dr. Kellogg in August, to prevent the Kellogg Toasted Corn Flake Co. from registering the word "Kellogg's" as a trade-mark for its products. Among the reasons for the decision, according to the examiner, are that the doctor sold the corn flake business to the other party in the suit for a considerable amount of money and stock, and that in a suit between the contenders some years ago, a settlement was made for a large sum with the agreement that Dr. Kellogg and the Kellogg Food Co. would stop the use of the word "Kellogg" upon certain types of prepared foods.

DESPITE the fact that our business is breaking all previous records in volume, we're still able to give you

PROMPT SERVICE

on shipments—whether large or small—of

Heekin's Heavy Duty Steel Cans

the containers that will keep your product clean and fresh. Used for crackers, they retain the crispness and flavor and prevent over-moisture. Size, 15½ x 27¾ in.

Used for coffee, they retain the aroma and bouquet and keep out dirt and dust. Size, 15½ x 20¾ in.

Attractively decorated and of guaranteed quality.

***The* Heekin Can Co.**

New St. and Sixth Ave., Cincinnati, Ohio

"Heekin Can



Since 1901"

Popcorn Season Is Coming Are You Ready?

The best brands of Popcorn for anybody to handle are

Bradshaw's Tip Top

and

Bradshaw's IXL Brand

We are Popcorn specialists and we can tell you some things about selling Popcorn.

BRADSHAW COMPANY

286 GREENWICH STREET : NEW YORK



No. 384.—When You Start to Protect Yourself, Be Sure You Are Right Before You Go Ahead.

A case just decided, the report of which lies on my table, shows how business men who think they are protecting themselves at every point, often do the very thing that gets them into difficulty, and makes it certain that they won't get out without having to pay something.

In various articles I have pointed out the duty of a buyer when his goods arrive. He has the right of reasonable inspection, in order to see whether they have sent him what he bought. When the reasonable inspection period is over he must act, and his action must be specific and decisive. He must either accept the goods or reject them, and usually he cannot accept part and reject part. He must in many cases act on the consignment as a whole. And if he fails to do *anything,* he will be held to have accepted the whole consignment whether he intended to do so or not.

Now having refreshed the memories of the readers hereof with the above, let me pass to the case referred to in the first paragraph. It was a Connecticut case and the decision before me was rendered by the Supreme Court of that State. Nevertheless, it represents the law of the entire United States.

A man named Graves, who appears to have been an ice cream manufacturer, ordered from a machine company an outfit for making ice cream. It consisted of freezers, brine tanks and pump, all being part of the complete apparatus. The stuff was delivered and about the middle of July the buyer concluded that the freezers were not satisfactorily and discarded them, giving the machine company notice to that effect. But he continued to use the balance of the apparatus, viz., the brine tanks and pump, until some time in the fall, the machine company meanwhile steadily demanding payment for the whole thing. Finally Graves definitely rejected the entire apparatus and the machine company promptly sued him. The court gave judgment against him for the entire amount. The following from the decision is really the kernel of the law in all such cases:—

> The contract is on its face entire, and the parties have so treated it in their correspondence, and on their briefs. It follows that the defendant had the right to reject the whole apparatus upon finding the freezers unsatisfactory. But he had no right to accept one part and reject the rest, for that would impose a new contract on the vendor. He also had the right to test the machinery by using it for so long as was reasonably necessary in order to find out whether it was satisfactory or not. The unsatisfactory operation of the freezers was ascertained about the middle of July, when they were discarded and not thereafter used. Nevertheless, the defendant continued to use the brine tank and pump, which were capable of use with other freezers. The defendant attempts to reconcile this continued use with the subsequent rejection of the whole apparatus, on the ground that the brine tank and pump were mere accessories and were used several months with old freezers on the assumption that the plaintiff would eventually cause the new freezers to operate satisfactorily. Neither of these claims of fact is supported by the finding. The pump and tank were parts of the complete apparatus contracted for, and it does not appear that they were relatively unimportant in function or cost. Nor does it appear that either the plaintiff or the defendant expected to make any additional attempt to cause the freezers to operate satisfactorily after the middle of July. On the contrary, the findings and the correspondence up to the defendant's final letter of rejection show that the plaintiff claimed to have fully performed its contract, and on that ground made repeated demands for payment, beginning September 1st, and that the defendant claimed that the machinery had been laid aside and was not in use.

In other words, the man who buys must either fish or cut bait. He cannot play fast and loose. The seller has some rights which must be respected, and one of them is the right to know whether he has made a sale or not.

Now what should Graves have done to protect himself here? Let me say first that a contract for the various parts of a complete apparatus is an entire contract, which means a contract that is not treated as performed at all until all of it is performed. In other words the machine company could not—if it had contracted to deliver the whole apparatus—have delivered the freezers and nothing more, and claimed to be paid for them. The court would invariably say: "You haven't performed your contract and you can collect nothing until you do." Therefore this whole contract of Graves's had to stand together.

Graves could try the apparatus out thoroughly. If it or any part of it did not work properly, he could reject it, but he would have to reject it all. He could not keep a part only. If he tried to reject a part, but kept the balance, his rejection would be treated as no rejection at all, and he would be in no better position than if he hadn't done it. Somebody evidently told Graves this, for after using the brine tanks and pump for several months he finally woke up and rejected the whole thing. But that was too late, because a buyer would never be given *several months* to examine and test out a purchase. So in the end, perhaps with a perfectly good case against the freezer part of his purchase, he nevertheless had to pay for the whole thing.

All contracts are not entire contracts, and some of them can be separated and part kept and the balance rejected. For instance, suppose you order from your jobber five cases of Mignon brand of corn, and ten cases of Roman brand of peas. He sends the Mignon corn but sends Russian peas instead of Roman. You can take in the and send back the peas, because is what the law calls a *sev* contract, i. e., the parts can be rated and each stand on its feet.

(*Copyright, October, 1916, Elton J. Buckley.*)

NOTE.—Requests for informat this department should tersely s in full all the facts bearing on th and all questions should be ca framed to avoid misconstruction. on one side of the sheet only. should be received at this offi later than Tuesday of each week, sure an answer in the Monday' following. The signature and a of the writer must accompany quiries, and will be publishe less there is a request not to do s inquiries received will be an without charge. Address all co cations to Legal Editor "Moder chant and Grocery World."

Pennsylvania Organiza Notes.

In the annual address of State dent J. C. Norris, he had this to the Pennsylvania Plan:—

During the past year our gr has been more than normal, d believe, to the efforts of our o izers, but especially due to the and untiring efforts of our Manager, Mr. William Smedley made possible by the Pennsyl Plan to this association. manufacturers are asking us t their products at a profit to us at the same time they pay us a ditional profit by their splendid port of our association, thereb abling us to live and grow in a ner utterly impossible were it for their liberality, and I trust every grocer here, and every gate representing an associati which there are grocery mem will go from this convention solved that during the coming for him and his association, h

The Reputation and Standi

Walter Baker & C Cocoa and Chocol Preparations



Registered, U. S. Pat. Off.

Have been built years of fair deal honest manufact an unwavering of maintainin high quality goods and by sive and persi advertising.

This means fo grocer a steady increasing de from satisfied customers, in the run by far the most profitable

The genuine Baker's Cocoa and C Chocolate have this trade-mar the package and are made only

WALTER BAKER & CO.

Established 1780 Dorchester, M

e to it that the manufacturers in e Pennsylvania Plan are accorded e recognition and the assistance ey so justly deserve.

* * *

he Lock Haven Association sent a e delegation of influential business to Harrisburg on October 4th to ap- before the Public Service Commis- to protest against the proposed in bituminous coal rates to Lock en by the New York Central Rail-'. It was shown that the proposed ease will amount to 20 or 22 per cent. that it is not applicable to other s but affects Lock Haven only. Rea- in detail were shown for Lock en's objection. As one speaker y put it, "Lock Haven gets a maxi- n of everything but service."

* * *

ock Haven now has a plant devoted he making of "dyes." Operations e started on September 20th by the nley Anilin Chemical Co.

he establishment of this new indus- was due to the untiring efforts of the Business Men's Association, headed by Edgar F. Heffner. All possible aid was given to the venture even to the raising of a substantial fund.

* * *

Associations throughout the State are all preparing for active fall and winter work.

Are You Keeping Your Cheese in a Cabinet?

In these days of sanitary storekeeping every dealer should be using an Automatic Cheese Cabinet. It is not only a classy fixture and a trade builder, but it is a convenience to the dealer.

The Automatic Cheese Cabinet is so constructed that when you open the door, by lowering it, the cheese is automatically drawn out, and when you close the door the cheese is returned to the cabinet.

Just now the American Specialty Mfg. Co., of Chambersburg, Pa., have a special deal on, by which they equip the front with French plate bevel glass at the regular price. You'll be sorry if you don't own one within the next thirty days.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

He's a Good Salesman."—That's a reputation to have. Many a cus- er that talks and puts off and shops nd will talk about you as a "good man." She admires your interest your ability—and she'll give you a ce to sell her. A good salesman, must always remember, is highly ected by a customer. Why? Be- e he knows the goods he sells and s this knowledge in his salesman- He knows what puffed berries are He tells the difference between gon and California prunes.

* * *

lk Evaporated Milk.—None of us evaporated milk. Maybe because y dealer sells it and maybe because stores run their own brand. But a good thing to talk, just the same. y women really do not know what "I have no cream for your coffee morning because it soured," is iliar to many a person. When you e an evaporated milk customer you te a new demand for your goods is almost sure to be permanent. 's different with pickles or jam or hes.

* * *

ut with the Canned Goods.— er mind if you have fresh tomatoes peaches and string beans on the t stand. Get a good, strong, solid. y start on your brands of canned . People buy canned tomatoes at very height of the tomato season, let e the tail end of it. Show up the line in your window, making a en and a half dozen price on each .

To the Butter Man.—If you sell print butterine let the people know it. Open up five or six of the original cases and pile the cases up to your counter. Signs something like the following would certainly help your sales: "Freshly Made Butterine, 28 Cents Print." "Pure Butterine, 25 Cents Print." "Sweet Butterine for Perfect Cooking." "Pure Butterine Is Good on Pancakes." "Don't Use Poor Butter—Use Wholesome Butterine." Now that the price of butter, especially firsts, is getting out of reach of working people makes butterine selling easy and gives you a good, fair profit.

* * *

Selling Syrup.—You come in contact with people who insist on buying pure maple syrup, paying 50 cents a quart for it, and many of them can "ill" afford the price. It's merely a matter of flavor—and sometimes not that. To be sure, pure maple syrup is a most delicious thing, and we don't mean you to infer that the sale of it should be discouraged when selling to people of means. But it is your duty in handling the middle class trade to show up and talk up a 25-cent syrup of maple flavor, which formula shows a percentage of corn syrup.

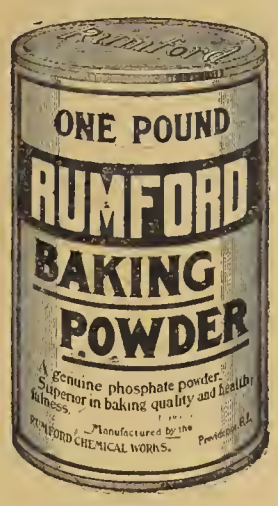
The introduction of corn syrup brought a good, clean, wholesome article on the table of thousands of people at a time when sugar syrup was selling for 25 cents, No. 2 tin. There's a lot of foolish talk about this pure food business and the public in many cases misconstrues the term "compound."

Rumford

THE WHOLESOME

BAKING POWDER

Its good name, among housewives, for perfect leavening and dependable character—and the unusual profit it gives to the grocer—makes Rumford popular.



Sell It—to give Satisfaction

Push It—to get Profit

RUMFORD CHEMICAL WORKS,
Providence, R. I.

P.65



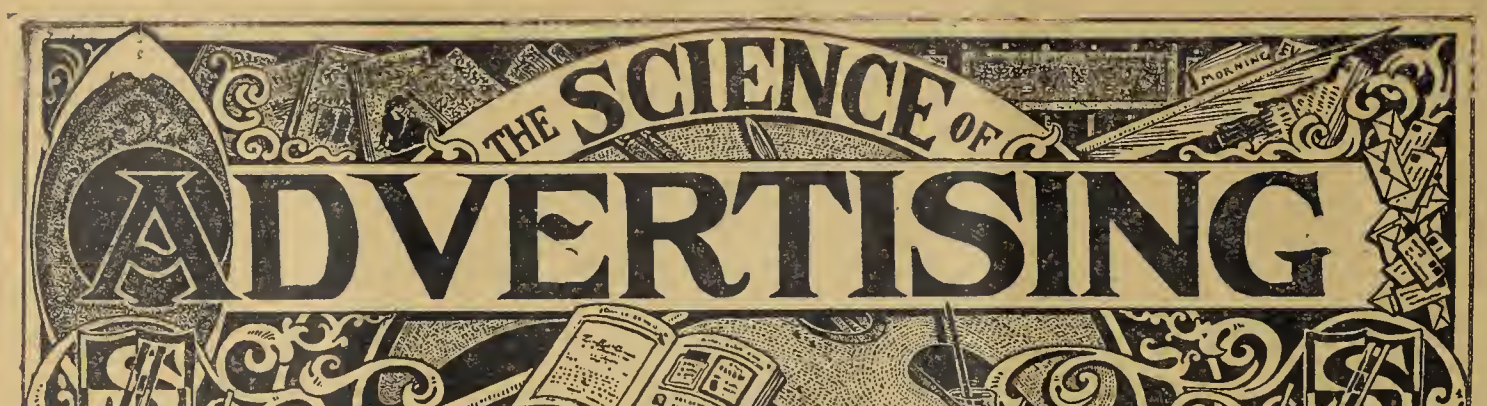
Babbitt's Best Soap

"BEST SINCE GRANDMA'S TIME"

This soap has been the standard of quality and value for over half a century. It has the benefit of BABBITT advertising and BABBITT reputation in addition to established consumer good will. No grocery stock is complete without it and no soap sells as easily or as steadily. Your customers know BABBITT'S BEST SOAP, and they know the Trade Marks are good for beautiful and useful presents, so it will sell on sight if you keep it displayed.

B. T. BABBITT, Inc.

NEW YORK CITY



McDonald, Pa., September 21, 1916.
Editor "Science of Advertising."

Dear Sir:—I am inclosing copy of our latest circular for your inspection. I have tried to carry out some of your suggestions on the last one I sent you. Any criticism or suggestions for improvement will be greatly appreciated.

Yours truly,
E. M. CHAMBON.

Mr. Chambon is getting out a very good-looking 4-page circular 6 x 9 inches, but I think he has put rather too much stuff on it. The outside is printed as a private mailing card but still has advertising matter on, and in fact all four pages are filled pretty full. On the last page appear "Six Special Bargains." They are canned milks, Beech-Nut beans and catsup, Campbell soups, fruit jars and tin cans, corn and peas, Shredded Wheat biscuit. The paper and the printing are good and the circular presents a good and impressive appearance.

* * *

The best pages are the two inside pages, one of which is reproduced here in slightly reduced size:—

Bran Pancakes

These cool mornings you will want hot cakes for breakfast. You will find the following recipe makes delicious pancakes. Let the little ones have as many as they like as, unlike most batter cakes, they are not indigestible. Either Kellogg's Bran Flakes or Swans Down Wheat Bran may be used.

Two cups white flour, two cups bran flakes, one teaspoonful baking soda, two eggs, one tablespoonful of melted butter, two cups of sour milk, salt to taste. Do not grease griddle. Sweet milk and baking powder may be substituted.

Sauer Kraut in Tins

Fancy, long shredded kraut, easily prepared for the table by placing can in boiling water for twenty minutes. A welcome change these cool days.
Large No. 3 cans 10c

Giant Asparagus

Fancy California white asparagus, every particle tender and edible. Tall cans, regular 35c values for 28c

Macaroni and Spaghetti

Baby Head brand, made in clean sanitary kitchens. A wholesome food of great merit. Also Elbow Macaroni and Spaghetti, Egg Noodles and Vermecelli. 10c a package, 3 packages 25c.

Egg Barley for Soups

Made of barley flour and eggs. Excellent for thickening soups. It has proven a winner. You will like it.
Package 5c

JIFFEY JELL—We Have It

This new gelatine dessert has won instant favor. 2 packages 25c

Clip coupon from the October Ladies' Home Journal and get a package free. Coupons also in the September issues of the Designer, Delineator and Womans' Magazine

Premier Peas

Just received our new pack. Excelent quality, firm and tender, delicious flavor. None better. Run of the Garden Brand just as they come from the pod. You have paid 20c for this grade, per can 18c, dozen cans $1.85. TINY TOT—smallest peas packed. Exceptional quality. Per can 25c. Dozen cans $2.85

Premier Cheese

Every one a prize winner; rich, creamy taste and exquisite flavor. You will come back for more. Per pound 30c

Premier Stuffed Olives

The perfect olive stuffed with sweet Spanish pimentos. 14 ounce cylinder jars 25c

Premier Salad Dressing

The Mayonnaise de luxe. Delicious to the last drop. Won't spoil, always good. Small size 10c, large bottle 25c

Sliced Peaches

Picnic size. Fancy California peaches, heavy syrup. Just the thing for the pail. 3 cans 25c

I say without reservation that this is good advertising in my judgment. I should confidently expect it to get results, and if the paper, with this sort of advertising in it, is issued regularly as I suppose it is, I should expect it to do the work of a salesman, making traceable sales. There is one point in w Mr. Chambon can improve his vertising, and that is in his h ings. Instead of a tame head "Macaroni and Spaghetti," I sh use a sprightlier head somet like "Try a Dish of Macar The heads help immensely to advertising bright and spark and they can do a lot to mak tame. Still, I say again this is clean, well-written advertising as it is.

—

NOTE.—This department is devo the criticism of advertising matte in, to the devising of new adver ideas for special occasions, upon re and to the suggesting of original a tisements when data is supplied. communications sent for this D ment should be addressed to the of Science of Advertising. The be taken up in strict rotation.



We would be pleased to have for publication in this column the ideas of our readers upon trad it being understood that we do not hold ourselves responsible for any views expressed therein. munications must be accompanied by the writer's name and address as an evidence of good faith, necessarily for publication. All inquiries within our power to answer will also be noticed in this depar

Can't Get Replies.

Adamstown, Pa., Oct. 5, 1916.
To the Editor.

Dear Sir:—Do you know whether A. W. Johnson, of New Brunswick, N. J., is in business yet, or if he has a successor? We wrote to him but got no reply. He used to make beef slicers. Very truly,
H. F. SNADER & Co.

The concern named is A. W. Johnson's Sons, and they are still in the business of selling beef slicers so far as we know. We have dropped them a line ourselves.

* * *

Norway Mackerel is Coming to Somebody, Anyway.

New York, October 5, 1916.
To the Editor.

Dear Sir:—As we are subscribers to your valuable paper, the writer begs to advise in looking over your edition of October 2d, there is an article stating there is an embargo on Norway mackerel.

We wish to state that within the past three weeks we have imported one thousand barrels of mackerel from Norway of last year's catch. The writer, Mr. J. H. Mulrain, has been in Norway for three months and has secured a lot of thirty-six hundred barrels of Norway mackerel, which he had the permission to ship out of Norway this year.

It is quite true that the wegian government has plac embargo on the 1916 catch, a are using same for home cons tion. In fact there has been a large catch, but 25 per cent. mackerel has been salted dow home consumption.

Will further state that the ity of the mackerel we recei exceptionally fine, and we h difficulty in disposing of the sand barrels of mackerel w ceived on the two shipments arrived recently.

We expect a further shipm five hundred barrels on the s ship "Bergensfjord," which Norway October 9th. The de throughout the United State been exceptionally strong on way mackerel on account o scarcity of same.

Trusting the above inform will be of some service to your able paper, we beg to remain,
Yours very truly,
MONS ISAKSEN, I
J. H. Mu

* * *

To Buy a Cash Register.

New Castle, Pa., Sept. 29,
To the Editor.

Dear Sir:—Would you plea me where the Hallwood Cash ister or the American Cash ister is made, as I have a re of the above make that is brok



Good Codfish s Scarce This Year

Not only scarce, but igh. You know that om watching the arkets.

Be sure that you on't sell your trade a h which is either a oor codfish or no cod all.

Gorton's Codfish this year exactly what has always been—ie finest codfish icked. It will sell for little more money an it has in previous ears, but it is worth very cent of it. And mpared with other od products, it's still very cheap food.

Feature **Gorton's odfish,** the best ing of its class.

Gorton-Pew Fisheries Company

Gloucester, Mass.

I am trying to find out where I can get it fixed.

I would also like to know some firm that makes typewriter desks that lets the typewriter drop down like a sewing machine; that is, I would like to know where I can buy them wholesale.

B. J. Durkin.

The American Cash Register Co., Saginaw, Mich., makes the Hallwood Register.

For typewriter desks, Jos. L. Shoemaker & Co., 926 Arch street, Philadelphia.

* * *

To Get Shelf Card Holders.

Girardville, Pa., Sept. 29, 1916.
To the Editor.

Dear Sir:—Can you please let me know where I can get tin price-card holders to fit in front of ¾-inch shelves? I think there was a cut of them in the "Modern Merchant and Grocery World" some time ago.

J. W. Strong.

Grocers' Printing Co., 31 North Second street, Philadelphia.

* * *

A Suggestion.

————, N. Y., Sept. 27, 1916.
To the Editor.

Dear Sir:—That I am one of your subscribers you surely know. I had a grocery store at the above address and made my expenses until a year ago, but since the A. and P. came next door to me I hardly covered my expenses.

I have four brothers who are in the ice cream business. They have three stores. I mean three have two stores and one brother has one store, and they are all making out well. Not only do they cover expenses, but they are also saving money. As I was not in a very good financial condition one brother who has the one store is opening for me an ice cream store in the same store where I had the grocery store. I own the building and the location is very good and also the block. My next competitor is quite a distance away on either side of me, so I hope, and the way it looks, I will surely do well.

I gave up my grocery store on the 15th of August, paid every one to whom I owed any bills up to the last cent, and since that time I have been working in my brother's place. I picked up a good deal. I know perfectly how to wait on people. I know pretty well how to make ice cream and all our candy we also make ourselves. All our goods are the best and the highest grade—candy and also ice cream. Our store is fixed up very up-to-date. The alteration in the building and the fixtures and the machinery cost us $6,000. Our store will be the swell of the town, but in prices we can undersell any one in our neighborhood and also give better goods,

Yours, H.

We publish this man's experience because it may convey a thought to some other hard-pressed member of the family. Certainly there are no chains of ice cream stores as yet.

AMONG THE TRADE.

At its last meeting on Monday night, the Philadelphia Retail Grocers' Association adopted resolutions calling on the large bakers to retain the 5-cent loaf of bread if possible, even if they were forced to reduce its size. Copies of the resolution went to the Kolb Co., the Freihofer Co., the Moore Co. and the Jones Co.

Two Good Jobs Here.

WANTED.—An efficient, experienced office man and buyer by a wholesale grocery house in Northeast Philadelphia. Apply by letter in applicant's handwriting to W. G., care Grocery World Publication Co., 927 Arch St., Philadelphia. 17

WANTED.—Salesmen to learn the business, so as to enable them to become sales managers at the territory assigned to them; between 25 and 35 years. Permanent position with good future for the right man. Apply by letter only, giving information. Scott Paper Co., Seventh and Glenwood Ave., Philadelphia. 15

CRUBRO
PURE FOODS

Make a display of

Crubro Spaghetti

in tins

deliciously cooked, with tomato sauce, and a lively seller at all seasons.

Tell your customers about

Crubro Apple Butter

deliciously spicy. A nourishing spread for children's lunch.

All Crubro Pure Food Products

made and guaranteed by

Cruikshank Bros. Co.
Pittsburgh, Pa.

1845
Doesn't This Date Tell You Something?



¶ This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

—

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

—

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

—

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

—

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

—

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

—

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

—

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

—

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

—

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

—

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN Co.,
Wilkinsburg, Pa.

—

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

—

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & Co.,
Oley, Pa.

—

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

—

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y.

—

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off list. W. H. KISSINGER,
Wiconisco,

—

Offer No. 142.

50 cases 12-oz. A. P. W. Full W Brand toilet paper, 100 rolls to a $6 case.

10 cases Picnic California Ap 85 cents doz.

15 cases Indian Cornstarch, 75 doz.

50 cases Sano Cleanser, 4, $2 cas

15 cases ½-lb Yellow Tail Fis cents dozen.

20 cases assorted Nesnah, 60 doz.

25 cases No. 2 Red Cherries, 75 doz.

15 cases No. 3 New York Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 doz.

200 Egg Crates, at low price.

20 gross Sanitary Jar Caps, 50 gross. WITMAN BROS.,
40 N. Tenth St., Harrisburg,

—

Offer No. 143.

One No. 1 Royal Coffee Roaste Electric Motor, good as new; woul to sell for $80.

"J. S.,"
Care Grocery World Publica Co., 927 Arch St., Philadelphi

—

Offer No. 144.

One 180-Account Recapitulator, by the American Sales Book C Elmira, N. Y., in good condition; Filing Box for sales slips, which with it. Cost new, $85; will se $15 cash, f. o. b. Freehold.

CHAS. MOUNT & C
91 Throckmorton St., Freehold,

Important Notice to those Adver in the Exchange Departmen

If the goods advertised do not after four weeks, will the owner notify us, so that the offer may b continued? We desire to keep th partment as clean and fresh as po and if goods don't move in four they will probably not move at all

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten postage to pay for remailing the same. The price of each insertion is two cents per word in adva

FOR SALE OR RENT

STORES.

FOR SALE.—General country store property and stock about $7,500, doing a business of $25,000 per year on stock of less than $4,000, with two men and light helper. A rare chance; in rural district; convenient to churches, schools, railroad, etc. No huckster routes; no books. Can be increased $5,000 without much effort. Buildings new. Address "M. K.," care "Modern Merchant and Grocery World." 18

FIXTURES.

FOR SALE.—Refrigerator, in good condition; size 7 x 7 x 10 feet high; price $50. Address Fred. C. Berrien, 8000 Frankford Ave., Philadelphia. 15

FOR SALE.—Practically new National cash register, registering from 1 cent up to $3; total adder. Obtained it with a bankrupt stock and not registered over $300 total. Cost $50, will sell for $40. Address J. H. Herr, Ephrata, Pa. 15

WANTED

WANTED.—Wideawake merchan install our patented store fixture a heater; sell twelve pounds pe daily; make $814 yearly profit; se advertisement in this issue. Origi Mfg. Co., 302 Broadway, New York

WANTED.—I would like to buy following second-hand, but in good dition: One electric coffee mill; micrometer scales, ten or five po and several floor cases. Address Shellenberger, Willow Street, Pa.

MISCELLANEOUS

WANTED.—Mr. Manufacturer, if have a quality article and wish t distribution in Rochester, N. Y., vicinity, write me. A. N. Batema Cornell St., Rochester, N. Y.

HELP WANTED

WANTED.—Grocers' tea and c salesman to handle my line of fixtures on commission. H. F. Hea 51 N. Second St., Philadelphia, Pa.

This Space Reserved

for

C. Wilkinson's Sons

If a retailer asks us if he should take up all nationally advertised goods and push them all equally, *because* they are nationally advertised, we say no, of course not. Some advertised goods are so unprofitable they are unworthy of any retailer's attention.

But we repeat that a nationally advertised brand which, *considering the work of selling,* pays a satisfactory profit, is the best merchandise on earth.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, OCTOBER 9, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresb Fisb	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradisb	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fisb	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Flour
Peas
Lard and Compound, Swift's

DECLINES.

Provisions
Live Poultry

—1—

SUGAR.

	Barrels.
Cut Loaf	8.05
Eagle Tablets	8.90
Crystal Dominoes, 24 5-lb. pkgs	9.90
" 60 2-lb. pkgs	9.90
Patent Cubes	7.40
Confectioners' Lozenge	7.05
Powdered	7.05
Fruit Powdered	6.90
Dessert and Table, 2-lb. cartons, 48 lbs.	7.20
Granulated, fine or standard, McCahan	6.95
" " Franklin	6.95
" extra fine, bbls	6.90
" " 2-lb. bags	7.30
" " 5-lb. bags	7.30
" " 10-lb. bags	7.20
" " 25-lb. bags	7.10
" " 100-lb. bags	6.90
" coarse	7.05
Confectioners' Crystal A	6.90
A Confectioners'	6.80
A No. 1	6.75
A No. 2	6.70
Franklin B	6.55
Extra C	6.30
C	6.15

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
Englisb Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls, per doz.	75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz, per bbl.	12.25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ¼ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polisb	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocba Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¼
Santos, extra fancy	17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins....per box	.....
Tomson-Hummels, tin, ½ gross.....per gross	2.60
" imp., ½ gross... "	2.15
Floto's, improved, ½ gross..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammotb, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs.... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
Frencb Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	0.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.3
" extra, 60-lb. tubs	.3
" first, "	.3
" second, "	.3
" third, "	.3
" dairy, extra, bakers' use, 30–60 lbs	30-.3
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.3
Print Butter—	
Prize	.3
Gurnse, lbs. and ½ lbs.	.4
Awltru	.4
Honebe	.3
Star or S. D., 1 lb., 20–50 lb. bozes	.4
B. B., E. D., 20–50 lb. boxes	.4
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.4
Sheaf ("400"), Elgin, 20–50 lb. boxes	.3
Sheaf	.3
White Rock	.4

CANDLES.

	Per
P. & G., 8s, 30 lbs	.1
" 16s, 30 lbs	.1
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.0
Searcblight, hotel, 16s, 30 lbs	.0
Peerless, hotel, 16s, 30 lbs.	.0
Bright Light, 16s, 30 sets to box.....per box	1.2

JARS AND JAR RUBBERS.

Mason's—	Per gr
Half gallons	7.6
Quarts	5.1
Pints	4.8
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.6
Single lip, wide, 1 doz. cartons	.6
Acme, wide, 1 doz. cartons, 5 gross boxes	.4
" medium, 1 doz. cartons, 5 gross boxes	.3
	Per
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gr
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz.....per doz.	.17

CATSUP.

Snider's—	Per do
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95

KETCHUP.

Curtice's "Blue Label," Tomato—	Per ca
Small, 25 bottles	2.85
Medium, 25 bottles	4.40
Large, 12 bottles	3.50

—5—

CANNED GOODS.

Beans—	
r's	1.00
M., No. 2	1.20
pbell's, 16 oz., tomato sauce or Boston le, per case	
er's, No. 2	1.40
Camp's, No. 2	1.40
kshank's, No. 2	1.35
z's, No 2	1.40
's Head, No. 3	1.45
ory, No. 1	
oes—	
dard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
Beans—	
dard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
y, small, No. 2	1.65
Beans—	
dard, New York, No. 2	1.10
ra fancy, New York. No. 2	2.00
y, New York, No. 2	1.50
dard, Maryland, No. 2	.60
Kidney Beans—	
dard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
-	
dard, New York, No. 2	.90
y, New York, No. 2	1.00
dard, Maryland, No. 2	.85
" Maine, No. 2	1.25
y, Maine, No. 2	1.25
e Peg, No. 2	.85
oje grain, No. 2	
-	
dard, New York, No. 2	1.15
ed, New York, No. 2	1.50
ra sifted, New York, No. 2	2.00
ndard, Southern, No. 2	.85
ed, Southern, No. 2	1.00
ra sifted, Southern, No. 2	1.40
ndard, Indiana, No. 2	.85
ed, Indiana, No. 2	1.00
ra sifted, Indiana, No. 2	1.40
ndard, Wisconsin, No. 2	1.10
ed, Wisconsin, No. 2	1.40
ra sifted, Wisconsin, No. 2	2.00
—	
ndard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
otash—	
ndard, New York, No. 2	1.00
ncy, New York, No. 2	1.25
ndard, Maryland, No. 2	.95
ncy, Michigan, No. 2	1.20
ragus—	
all, No. 2½	2.00
dium, No. 2½	2.20
ge, No. 2½	2.50
s, No. 1	2.25
kins—	
ndard, New York, No. 3	1.00
" New Jersey, No. 3	.85
ich—	
ndard, Maryland, No. 3	1.05
Krout—	
ndard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

cots—	
tra, No. 3	2.75
" No. 2½	2.25
tra Standard, No. 2½	1.90
ndard, No. 2½	1.75
ett Pears—	
tra, No. 3	
" No. 2½	2.50
tra Standard, No. 2½	2.30
ndard, No. 2½	2.15
e Cherries—	
tra, No. 3	
" No. 2½	2.90
tra Standard, No. 2½	2.75
ndard, No. 2½	2.40
hes, Lemon Cling, Sliced—	
tra, No. 3	2.95
" No. 2½	2.00
tra Standard, No. 2½	1.75
ndard, No. 2½	1.50
hes, Lemon Cling—	
tra, No. 3	2.95
" No. 2½	2.00
tra Standard, No. 2½	1.75
andard, No. 2½	1.50
hes, Yellow Crawford—	
tra, No. 3	2.80
" No. 2½	2.00
tra Standard, No. 2½	1.70
andard, No. 2½	1.40

Eastern Canned Fruits.

ples—	
ew York State, No. 3	.90
" " No. 10	2.75
kberries—	
syrup, No. 2	1.35
water, No. 2	
rries—	
hite Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
ches—	
able, No. 3	1.35
conds, No. 3	1.15
e, No. 3	.85
rs—	
rtlett, Extra Standard, No. 2½	2.00
eifer, syrup, No. 3	1.25
" water, No. 3	.90
ns—	
eavy syrup, No. 2½	1.25
ght syrup, No. 2½	1.00
berries—	
aine, in water, No. 2	1.40
wberries—	
xtra preserved, No. 2	1.80
reserved, No. 2	1.60
water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

Crabs, with shells—	Per doz.
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	23.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ½s, 100	7.00
Underwood's, ½s, 50	4.50
Pickert's, Crown brand, ½s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

The Franco-American Food Co.—		Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz		.90
Armour's—		
No. ¼, 4 doz		.45
No. ½, 2 doz		.90
Ham, No. ¼, 2 doz		1.25
Tongue, No. ¼, 2 doz		1 35
Libby's—		
No. ¼, 4 doz		.42½
Curtice Brothers' Blue Label, Deviled—		
	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30
No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.		
Curtice Brothers' Blue Label, Potted—		
	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00
No. ¼ packed 4 doz. No. ½ packed 2 doz.		
Normanna French Truffled Sandwich Paste, 100s		30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.55
" No. 1	6.25
Turkey, No. ½	3.55
" No. 1	6.25
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00
All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.	

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SOUPS.

The Franco-American Food Co.—			
Readymaid Concentrated Soups—			Per doz.
Twelve varieties, 10½ oz., 4 doz			.90
Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95
Armour's—			Per doz
All kinds, No. 1, 4 oz			.90
Campbell's, No. 18, 10½ oz., 4 doz.—			Per case
Tomato			3.80
Other kinds			3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.21
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ½-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ½-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ½-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ½-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ⅛-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. In box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

	Per tin
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—

	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—

	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—

	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—

	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—

Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.50
Stock No 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.75
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.69	¼ lb	.57½
½ "	.83	½ "	.69
1 "	1.11	1 "	.92½
2 "	1.47½	2 "	1.23
3 "	1.75½	3 "	1.46
4 "	2.17	4 "	1.81
5 "	2.49½	5 "	2.07½
6 "	3.04½	6 "	2.54
7 "	3.32½	7 "	2.77
8 "	3.55½	8 "	2.96
10 "	4.01½	10 "	3.34½
11 "	4.57	11 "	3.81
12 "	4.71	12 "	3.92½
14 "	5.95½	14 "	4.96½
16 "	6.37	16 "	5.31
20 "	7.15½	20 "	5.96½
25 "	7.89½	25 "	6.58
30 "	8.45	30 "	7.04
35 "	9.79	35 "	8.15½

Manilla—

	Per ream
All No. 1 Manilla paper, full count, 480 sheets to the ream.	
15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good quality, 200 rolls	

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1 54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom—

Majestic Extra Heavy	Plain per 100
12½ lbs., ⅛ bbl	.55
24½ lbs., ⅛ bbl	1.03
49 lbs., ¼ bbl	1.87

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No. 2, Manilla, llght weight—	Per lb.
12 in. rolls	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛

Silk Fibre, No. 1—	
9 in. rolls	.05¾
12 "	.05¾
15 "	.05¾
18 "	.05¾
20 "	.05¾
24 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.15
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.10
" " small, 6 doz	3.10
" " family size	3.75
Silver Cow, small, 6 doz	3.10
St. Charles, small, 6 doz	3.10
" tall	4.10
" confectioners' size	4.10
Pearl, tall	4.10
" small, 6 doz	3 10

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Water	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
	7-lb. Tin Pails
Chocoroon	.20
Fruit Dessert	.18

Package goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

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Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls.	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf	less	
Sap Sago, 3 to lb	cask, per lb.	
" " less than cask	"	
Roquefort	12 in case,	
" less than case	"	
Parmesan, about 30 lbs	loaf,	
" less than loaf	"	
Edam, 12 in case	case	
" single		
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium	"	
Sap Sago, grated, ready for use, 10-oz. bottles	per doz.	2.25
Parmesan, grated, ready for use, small bottles	per doz.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	
" No. 1	less than loaf	
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.19
" No. 1	less than ½ box	.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight	per lb.	
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry		
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.27
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Bologna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.35
Milkers, Y. M	"	1.50
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		12.75
Milkers, " bbls		
" " ½ bbls		

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Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb.
Matjes Herring	piece

Bismarck Herring.

Round tins, with key, pint	per doz.
" " quart	per tin
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz.
Original package	per ½ bbl.
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz
" ½-lb. tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg
" pint jars	per doz.
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per doz.
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl.
15-gal. kegs, about 500	per 100
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long C

60-gal. casks	per cask
48-gal. bbls	per bbl.
10-gal. kegs	per keg
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vinega

Mixed Pickles and Chow-Chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs	per bag
Green Kern	per lb.
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz.
" Club, 2 doz	"
Red Edam	each
Philo Cream, 1 doz. 10c. size	per doz.
Elkhorn Pimento, 1 doz	"

EGGS.

	Pe
Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

Staple Paste, 5-lb. cans.....per lb.	.33
ies, in oil, 6 ring bottle.....per doz.	6.50
" 3 ring bottle..... "	3.25
Nonpareil, ½-gal. kegs.....	1.25
' quart, glass.....per doz.	7.50
' bottled, ⅔ size..... "	2.25
' " ½ size..... "	2.00
' " ¼ size..... "	1.20
Ginger, large pots, 6 to case...per case	.....
' medium, 12 to case ... "	.....
' small, 24 to case..... "	.....
s in Maraschino, glass, 1 doz.. "	7.00
howder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
Powder, pints ..... "	3.75
4 oz ..... "	2 40
2 oz ..... "	1.50
Peas, extra fine .....per case	21.00
n's Irish Oatmeal—	
ans .....per doz.	3.35
cans.....per tin	.70
cans ..... "	1.65
y & Palmer's Biscuit, packed 7 and 5 in a can—	Per lb.
Beurre.....	.33
er.....	.42
kfast.....	.42
pper, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
one jars, 4 doz.....	1.75
ore Marquett Mushrooms—	Per case
choice.....	41.00
ce, 100 tins.....	39.00
l, 100 tins.....	36.00
s—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
s, pickled, small size.....	.90
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
lized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
Juice, Rose's..... "	5.00
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
ranco-American Food Co.—	Per doz.
bs for invalids, all kinds, ½ pints, 4 doz.	1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—	
tin, 100 cubes.....	1.70
' 50 cubes.....	.90
doz. tins, 12 cubes each	2.75
o Clam Bouillon—	
. bottles, 1 doz.....	2.00
. bottles, 1 doz.....	3.75
Tomato Bouillon—	Per doz.
bottles.....	6.00
t bottles	9.00
n jugs.....each	2.75
's Oxo Cubes—	Per doz.
, 10c. size.....	.85
s, 25c. size.....	2.00
, 100 cubes.. .....per 100	1.65
r's Beef, Clam and Chicken Cubes—	
l boxes, 12 cubes, 1 doz.....	2.50
ium boxes, 50 cubes .....per tin	.90
e boxes, 100 cubes..... "	1.70
r's Concentrated Bouillon—	
size 2, 1 doz.....	3.50
' 4, 1 doz.....	6.75
' 8, 1 doz.....	13.00
' 16, ½ doz.....	25.00
r's Tomato Bouillon—	
es, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
y jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

r's Solid Extract of Beef—	Per doz.
size 2, 1 doz.....	4.45
' 4, 1 doz.....	8.20
' 8, 1 doz.....	15.90
' 16, ½ doz.....	29.75
r's Fluid Beef Extract—	
les, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
ota.....	9.40
Midas.....	10.05
Medal	9.35
ourne.....	9.60
op	9.85
ury's Best.....	9.40
er Idem	8.15
of the West.....	7.85
eam	7.75
er.....	9.05
Seal.....	8.05
White	9.60
er's Best.....	9.05
h Imperial.....	9.15

Prepared Flours.

	Per case
lla Prepared Doughnut, Cake, Gingerread and Tea Biscuit Flour—	
oz. 14-oz.....	1.44
oz. 28-oz.....	2.40

Either straight or assorted cases

Self-Raising Flour.

er's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s.....	2.60
o, 18 pkgs	1.65
Jemima Buckwheat, 36s.....	2.60
' Pancake, 18s.....	1.30
Buckwheat Mixture, 30 10c. cartons.....	2.25
Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.06¾
New York State Marrows, new, bags about 2½ bushel.....	6.00
Pea, fancy, new, bags about 2½ bushel.....	5.80
Red Kidney, 60 lbs. to bushel	6.05
Peas—	
Green, domestic, bags about 2½ bushel	3.65
Yellow, split, domestic. 1 bushel bags.....	3.55
Lentils—	Per lb.
00000, 2 10-lb. bags.....	.12½
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.32½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.35
" " table, 100 lbs.....	2.32½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.37½
Grits, 100-lb. bags..... "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.85
No. 3, 100-lb. bags.....	3.85
Oatmeal—	
B, bbls.....per bbl.	6.21
B, 100 lbs.....per keg	3.23
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.07½
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

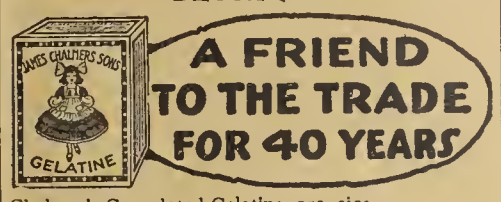
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.95
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china. 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, No. 2, white, round, 24s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.65
Saxon Wheat Food, 24s	2.95
Mother's Wheat Hearts, 18s.....	2.15
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.85
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.60
Schumacker XXX Graham, 10 10s-20 5s..	4.05
Scotch Brand Pearl Barley, 24s.....	1.85
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freibofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Cbr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,		Contains 3 dozen.....	$2.70
Lemon	(Straight)	Contains 3 dozen.....	$2.70
Orange	(Straight)	Contains 3 dozen.....	$2.70
Raspberry	(Straight)	Contains 3 dozen.....	$2.70
Strawberry	(Straight)	Contains 3 dozen.....	$2.70
Cherry	(Straight)	Contains 3 dozen.....	$2.70
Chocolate	(Straight)	Contains 3 dozen.....	$2.70
Peach	(Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,		Contains 3 dozen.....	$2.70
Chocolate	(Straight)	Contains 3 dozen.....	2.70
Vanilla	(Straight)	Contains 3 dozen.....	2.70
Strawberry	(Straight)	Contains 3 dozen.....	2.70
Lemon	(Straight)	Contains 3 dozen.....	2.70
Unflavored	(Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spagbetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	.....	.....	.....	.....
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex. Sbore, No. 3	290-340	26.00	13.60	7.00	1.55
Ex. Shore, No. 4	390-440	25.00	13.10	6.75	1.50
Fat Irish, No. 2	300-350	25.00	13.10	6.75	1.50
Fat Irish, No. 3	350-400	24.00	12 60	6.50	1.45
Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Irish, No. 5	460-500	19.00	10.10	5.25	1.20
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	9.00	5.10	.....	.....	.....
Sbore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Sbad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes.....per lb.	.13
Smoked Salmon, wbole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.18
Bass Native	-.09
Salmon, fresh.....	-.18
Eastern Cod	-.12
Croakers	-.04
Large Hake	.06 - 07
Haddock	-.07
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.14
Eels	-.12
Rock Fish.....	-.....
Lobsters.....	-.40
Flounders	-.09
Large White Perch	.....
Sea Bass	-.10
Blue Fish.....	.18 -.20
Porgies.....	-.08
Fresh Mackerel.....	-.30
King Fish	-.10
Weak Fish	.08 -.12
Butter Fish.....	-.08
Tile	-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway....bbls.		5.50
" ....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs..	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs.	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs ....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¾
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid....per doz.	6.30
Square, Oriental Red, 1 oz., 1 doz., per gross	3.38
" Green, Blue or Violet, 1 oz., per gross	3.38
" Magic Black, 1¼ oz., 1 doz., per gross	3.38
" Electro Cbemical, 1¼ oz., 1 doz., per gross	3.38
Letterine, show card ink, 2 oz., all colors, per doz.	.68

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 lnch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes ....5 doz.			3.00
Cold Blast ....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Cblmneys, plain ....per doz.		.75	.85
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners....	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes ln pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free witb 2¾ cases.

MINCE MEAT.

	Per lb
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons ....3 doz. to case	2.85
" " ....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70

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	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs..	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. palls, etc	.....
35 and 18-lb. tubs	.....

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, slfting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, Frencb, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " plnt	2.90
" " half-plnt	3.00
Normanna Olive Oll—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 12 to case	3.90
Half-gallon, 12 to case	6.85
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
	Per case
Wesson Oil—	
Small, 24 to case	4.80
Medium, 12 to case	4.80
Large, 6 to case	4.80
5 Gallons, 2 to case	.....
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

Large, 1 doz	
Medium, 2 doz	
Small, 2 doz	

NUTS.

Almonds, Californla, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Big Nickel....100 cartons	

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 210os	
10-gal. keg, 130os	
5-gal. pail, 650s	
16-gal. keg, 360os	
10-gal. keg, 220os	
5-gal. pail, 110os	
16-gal. keg, 500os	
10-gal. keg, 300os	
5-gal. pail, 150os	
16-gal. keg, 750os	
10-gal. keg, 450os	
5-gal. pail, 225os	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 180os	
32-gal. bbl., 120os	
16-gal. keg, 60os	
45-gal. bbl., 240os	
32-gal. bbl., 160os	
16-gal. keg, 80os	
5-gal. pail, 25os	
45-gal. bbl., 360os	
32-gal. bbl., 240os	
16-gal. keg, 120os	
5-gal. pail, 35os	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distllled, white....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Emplre Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Sboulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt....per bbl.	
" family.... "	
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs.... per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Should Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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Pure Lard—
s, 50 lbs. net weight ..... per lb. .17
os, net ..... " .16¾
. 10 tins ..... 6 in crate 10.80
. 5 tins ..... 12 in crate 10.87
. 3 tins ..... 20 in crate 10.95

ound—	Per lb.
rces and tubs, about 340 lbs	.12⅛
b. tubs	.12¼
b. tin pails, 60 lbs	.13
b. " 60 lbs	.13⅛
b. " 60 lbs	13¼

DRESSED MEATS.

Dressed Stock—	Per lb.
ers	.11 -.15
ifers	.10 -.13½
ws	.08 -.12½
al Calves	.14 -.16
tra Calves	-.18
itherns and Barnyards	.11 -.13
untry Dressed	.14 -.15
tras	-.17
eep	.14 -.15
tra Wethers	-.16
mbs	.16 -.17
tra Lambs	-.18
gs	-.15

BUTCHERS' SUNDRIES.

n Steer Tongues	each	-.80
Tongues		-.60
Heads, scalded	.50	-.75
tbreads, veal	per pair .75	-.80
" beef	per lb. .25	-.30
Livers	" .25	-.30
Kidneys	per doz.	1.25
Livers		.10
ils	per doz.	1.20
ts, beef	per lb.	.05
, beef		16.00
derloin, beef, western		.22
n Pork, loins, city		.20
" " western		.19

DRESSED POULTRY.

eys—	Per lb.
ozen, Young hens and toms	.34 -.36
" Old toms	.50 -.32
" Common to good	.20 -.25
esh killed	.30 -.32
ers—	
iladelphia, fresh killed, 2 to 4 lbs. per pair	.32 -.34
ar-by, fresh killed, 2 to 4 lbs. per pair	.32 -.34
ozen, 3 to 4 lbs. per pair	.32 -.34
ting Chicks—	
ozen, 4 to 5 lbs. each	.27 -.30
" 3 to 3½ lbs. each	.27 -.29
s—	
esh killed, 4 to 5 lbs. each	-.25
" 3 to 3½ lbs. each	-.23
ocks	-.18
Island Ducks, fresh killed	.24 -.25

bs—	Per doz.
me, fancy, large	5.75 -6.50
xed	3.00 -4.00
all and dark	2.00 -3.00

LIVE POULTRY.

g Chicks—	Per lb.
to 2 lbs. each	.20 -.22
rge	.20 -.22
ls	.21 -.22
ocks	-.15
ks—	
ung	.17 -.18
d	.14 -.15
eys	.24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

es—	Per doz.
tter's, pure, assorted and grape	.95
" " currant	1.35
himmel's, 8-oz. tumblers	.90
ational, 16 oz., 2 doz	.95
" No. 3 F. T. tin, 2 lb. 6 oz. net	2.15
erves—	Per lb.
tter's, pure, 11½-oz. bottles	1.85
himmel's, pure, 12-oz. jars, 2 doz...per doz.	1.75
ational, 30-lb. pails	.10¼
uthwark, 30-lb. pails	.07½
s—	
bimmel's, pure, 10-oz. jars, 2 doz	1.45
uthwark, assorted, jars, 2 doz	.95
ige Marmalade—	
artley's imported, 4 doz	2.10
himmel's, pure, 2 doz	1.60
t Butters—	Per doz
pple, Southwark, 30 lbs. per lb.	.04½
" Ritter's, 11-oz. octagon	.95
" Schimmel's, 30-lb. pails per lb.	.07½
" " 3-lb. slip cover tins. 1 doz per doz.	3.25
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.50
" Mother Cook's, No. 14, 2 doz....doz.	.85
each, 30-lb. pails per lb.	

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.75
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls.	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.15
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.65
Packing, 70-lb. cotton bags		.50
" 140-lb. cotton bags		.95
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz	per doz. .90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Monogram Brand, 24 2½-lb. pkgs	per case	1.10

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.20
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun	per gross 8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00

X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 6 doz	3 00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.85
Putz Llquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 12s	per doz.	.45
Queen Anne Scourer, Lautz, 30 cans		1.80
" " " 60 cans		3.60
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.75
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.40
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 45
" Conway	60	60	3.50
" Kirk's	66	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.40
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c.	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz.	4.00
Pearline, 36 10c. pkgs.	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs.	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

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Snow Maid Scourer, 60 cans	2.40
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c.	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c.	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs.	3.75
Tomson's Red Seal Soap Powder, 50 pkgs.	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.40
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz. .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz.		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs.	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04½
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¼
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.92
" " 48 5c. pkgs "	1.84
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03¾
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06¼
" 16 3-lb. cartons	.06¼
" 6-lb. boxes	.07¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5 00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs.	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	3.20

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz.	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	1.96
No. 2½, 2 doz	2.58
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.95

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz.	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WARE

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, October 16, 1916. No. 16

If the efficiency of merchants was only advancing as fast as the prices of the merchandise they sell, there wouldn't be a thing but money in the retail business.

The Potato Situation Grows Critical. We Haven't Enough Potatoes of Our Own and the Government Won't Let Us Get More From Abroad.

How a Combination of Jobbers in All Lines Will Help Retailers Stand Up Against Mail Order Competition.

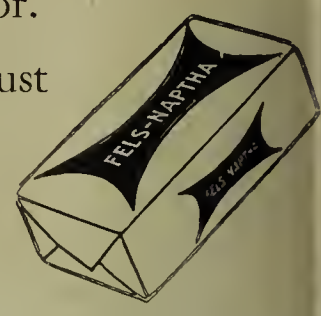
First Nine Months Failures Much Fewer Than in 1915. General Stores, Dry Goods Stores, Hardware Stores and Some Other Lines Are in Better Shape Than for Five Years.

Women want

to more and more patronize dealers who give them what they ask for.

So many women want **Fels-Naptha** soap *because it really does* just what the wrapper says.

Only meritorious articles are imitated; which is another reason why women insist on the genuine **Fels-Naptha.**



The magazines and street cars are now advertising

HEINZ Spaghetti

Since we began to cook Spaghetti in the Heinz kitchens four years ago, the demand for Heinz Spaghetti has increased with such rapidity that it has become a great national dish.

Display Heinz Spaghetti on your counter and in your window and ask your customers to try a can under our guarantee. Grocers everywhere are profiting by the popularity of this wholesome and nutritious food product.

H. J. HEINZ COMPANY

Pittsburgh, Pa.

Say to Your Customers USE HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

IT MADE ME TIRED



keeping them from overrunning their credit, smoothing out their grouch, pleasing the suspicious customer, looking after the bookkeeping, worrying over forgotten charges, etc. Our

INDEXED COUPON BOOKS

would have been a great relief. All sizes, for cash or credit business, or both. F. O. B. destination. Inexpensive. Try a hundred, assorted sizes and prove their merits.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES AND LITERATURE FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association

›dern Merchant and Grocery World

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There's a FRANKLIN CARTON SUGAR for every home use—Fine Granulated, Dainty Lumps (small cubes), Powdered, and Confectioners XXXX, in cartons of convenient weight for your customers—1 pound, 2 pounds and 5 pounds, according to grade. Therefore, it is easy for you to supply your customers with all their sugar in FRANKLIN CARTONS, which are ready to sell when you get them, saving you time and bother and preventing loss by overweight. Tell your customers that you can sell them any grade of sugar they want in Franklin Cartons.

Made from Sugar Cane—Full Weight Guaranteed

THE FRANKLIN SUGAR REFINING CO., PHILADELPHIA

Failures Are Falling Off, Excepting Grocery Failures

For Some Mysterious Reason They Continue to Increase. First Nine Months Much Under Last Year, Taking All Failures Together, But Grocery Failures Show Increase Both in Third Quarter and in September.

The official report of commercial failures for the first nine months of 1916 has been received, and shows a remarkable falling off in all lines as compared with the same period of 1915. In the first nine months of 1915, the number of failures was 17,288, against 13,250 during the first nine months of 1916. There was a corresponding falling off in the liabilities.

Below is the table, showing the failures in both periods in all lines:

States.	Total 1916 — No.	Liabilities.	Total 1915 — No.	Liabilities.
NEW ENGLAND.				
Maine	166	$1,680,176	196	$1,173,667
New Hampshire	51	189,581	29	212,005
Vermont	39	510,400	44	469,745
Massachusetts	725	7,617,798	791	9,892,382
Connecticut	230	1,645,275	280	2,124,227
Rhode Island	94	463,330	146	1,594,872
MIDDLE ATLANTIC.				
New York	1,988	$30,672,260	2,860	$57,419,644
New Jersey	307	6,708,118	336	6,371,823
Pennsylvania	928	12,412,316	1,118	17,282,558
SO. ATLANTIC.				
Maryland	184	$1,245,646	227	$2,470,538
Delaware	17	101,518	17	188,627
Dist. Columbia	31	379,738	46	799,513
Virginia	278	1,518,100	377	2,487,945
West Virginia	119	1,614,080	171	1,427,619
North Carolina	173	3,176,440	240	1,854,700
South Carolina	110	1,364,045	255	2,691,336
Georgia	314	2,622,419	544	5,764,746
Florida	264	2,802,717	416	8,622,292
SO. CENTRAL.				
Kentucky	229	$1,808,425	294	$2,657,356
Tennessee	276	5,606,417	430	3,145,179
Alabama	269	4,252,980	360	4,019,961
Mississippi	145	1,798,720	227	1,714,730
Arkansas	161	1,803,547	330	3,352,514
Oklahoma	267	2,040,444	360	2,908,732
Louisiana	242	3,235,231	220	2,586,692
Texas	471	4,994,576	725	8,253,749
CENTRAL EAST.				
Ohio	579	$5,707,343	622	$7,680,659
Indiana	409	4,392,926	410	23,331,498
Illinois	852	9,052,150	1,168	15,241,790
Michigan	220	1,542,283	324	4,907,822
Wisconsin	190	2,528,327	257	3,445,618
CENTRAL WEST.				
Minnesota	249	$2,476,915	254	$3,136,895
Iowa	248	1,771,552	226	1,773,110
Missouri	380	2,805,255	542	6,702,345
North Dakota	30	236,810	56	549,568
South Dakota	28	323,995	40	331,558
Nebraska	117	877,802	129	1,468,849
Kansas	164	688,647	163	968,262
WESTERN.				
Montana	59	$489,414	52	$1,199,306
Idaho	53	1,522,662	50	300,802
Wyoming	8	25,993	14	117,460
Colorado	95	4,975,082	101	1,278,779
New Mexico	21	390,096	24	187,285
Arizona	13	52,732	24	157,050
Utah	61	577,662	59	262,976
Nevada	18	170,847	15	44,295
PACIFIC.				
Washington	288	$2,949,535	414	$6,551,007
Oregon	253	3,459 792	300	2,932,519
California	837	5,804,590	1,005	7,407,455
UNITED STATES.				
Total	13,250	$154,586,707	17,288	$241,464,060

Equally interesting are the reports for the third quarter of the year, and the report for September, both compared with last year, and both of classified failures.

The report shows 251 general store failures during the third quarter against 364 during the same quarter of 1915. A remarkable decrease. On the other hand grocery failures substantially increased—from 829 in the third quarter of 1915 to 905 in the third quarter of 1916. Other lines, clothing, dry goods, shoes and hardware, all fell off decidedly in the same period, the grocery line being the only line, outside of hotels and paints that showed an increase.

Precisely the same thing is shown in the report for September. Almost every line but the grocery business showed a decided falling off in failures for September. The figures follow:—

General Stores—September, 1916, 84; liabilities, $531,227; September, 1915, 125; liabilities, $822,255.

Grocery Stores—September, 1916, 283; liabilities, $961,562; September, 1915, 247; liabilities, $1,265,716.

Dry Goods—September, 1916, 35; liabilities, $410,910; September, 1916, 65; liabilities, $507,565.

Shoes—September, 1916, 31; liabilities, $209,303; September, 1915, 33; liabilities, $231,331.

Hardware—September, 1916, 22; liabilities, $163,108; September, 1915, 43; liabilities, $361,395.

The Potato Situation is Critical

Our Own Crop is Seriously Short and the Government's Quarantine, Which Some Say is Political, Prevents Us From Getting Potatoes Abroad. Prices Breaking All Records and May Go Higher.

The potato situation is becoming critical. Not only is our own crop decidedly short, but we are being prevented by the Government quarantine from getting supplies of foreign potatoes to piece out our insufficient home supply. Prices are breaking all records.

According to the Government reports, this year's potato crop is only 318,000,000 bushels. Last year it was 359,000,000 and in 1914 it was 400,000,000. This shortage would not ordinarily be serious, because we could get potatoes from abroad. The Government, however, has placed a quarantine on potatoes from almost all the chief producing countries, and consumers are beginning to charge that politics, manipulated by the American holder of potatoes, is responsible for it.

This year's shortage in domestic potatoes occurs chiefly in sections from which we obtain our supplies for the winter. Since the last Government report, giving a total crop estimate for the entire country of 318,000,000 bushels from all sections for this year, severe frosts have occurred in these producing sections, killing the vines and stopping any further growth, and there is every possibility of a still further shrinkage.

We are now experiencing the highest prices at this particular time of the year ever known. Farmers are selling potatoes now at loading stations at from $1 to $1.15 a bushel, which would make them cost in carlots landed in New York or Philadelphia around $3.75 per bag of 165 pounds, whereas in other years prices would rule around $1.75. At this time of the year we usually have our lowest prices, inasmuch as farmers are harvesting and turning into market such stocks as they are unable to store for the winter, and it is quite evident as the winter advances we are likely to have a $6 wholesale market for sacks of 165 pounds, as the additional expenses of storage, shrinkage, insurance, interest, etc., will be incurred when stored.

The only apparent source of relief is obtainable by admitting foreign potatoes into this country, especially from Great Britain and Ireland, and particularly Ireland, which latter country has a very good crop as to quality and q tity. However, supplies are permissible from this source, o to the present potato quara which has been placed against ments from all European coun excepting in a few rare instanc small producing sections or from which shipment is almos possible.

It is quite evident that the antine act originated from the ducer, whose representative Congress saw to it that the ac rushed through as a rider o tariff bill at that time. How it was put into operation only the present administration re the tariff along most all line potatoes were put on the fre evidently to meet the popular cal cry at that time of reducin high cost of living. Immed after they were placed on the list the Federal Horticu Board, a branch of the Depar of Agriculture, to whom suc thority was given, placed a qu tine against all foreign pot excepting Bermuda and a few tries which were not likely to any shipment.

This quarantine is claimed put in force on the ground foreign potatoes are diseased have certain diseases existin producing localities, and strange to say that these very ties against which this quara is effective produce more po to the acre than we can in ou and most prolific producing tions. If these so-called di do exist, it has certainly no on the quantity and, in fact, q of the foreign potatoes as sta prove. It seems rather an that these so-called diseases overlooked so long as we had tective tariff of 25 cents a on potatoes, but immediately tariff was eliminated the dise these foreign countries appea

A Novel False Advertisi Prosecution.

"What is a 'Palm Beach suit' the main question in Washington last week at a trial instituted Government for violation of th advertising law. A special age bought for $4.85 a Palm Beac represented to be worth $12. E testified it was not worth more t Witnesses explained that some Palm Beach suits put on sale technically known as "truck," others were described as "first The defendant was convicted.

Sell tea by name—and sell it by the name that is best known

That means selling package tea—tea with an identity. It means selling the standard package tea of the world—the tea that never varies in quality or strength. It means selling your customer the tea that is really protected from the minute it is picked until the package is opened by the housewife in her kitchen.

It means selling the standard package tea that is known by name to every woman in the world.

LIPTON'S TEA

tea-

that's only half a word—the other half is

LIPTON'S



Lipton's Tea is grown on the world's most famous tea estates—it is picked and cured by the most modern and scientific methods—and blended by master blenders of the world. Lipton's Tea is packed in air-tight sealed packages that protect all its garden freshness, flavor and strength.

You want a name to conjure with in your tea trade—you have it in Lipton's Tea. There is no more complete line: every tea taste, every price preference, every blend and wanted kind is met completely. There are five kinds—Ceylon and India Black, Black and Green Mixed, Formosa-Oolong, English Breakfast and Green Tea.

Of course, you should sell Lipton's Tea for your customers' sake—and for your own as well, particularly as there is

No Advance in Prices on Lipton's Tea

Thomas Lipton

TEA COFFEE AND COCOA PLANTER

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

WITH THE EDITOR

Many an unconscious joke is perpetrated in the name of resolutions adopted at an association meeting. To-day the average such resolution is almost meaningless. It is even more meaningless, if that is possible, than a political platform. But all resolutions are not quite as remarkable as that adopted last week by the Toledo (Ohio) Retail Grocers' Association, stating that the association is "opposed to the reckless driving of automobiles!"

Some Resolution!

I respectfully and harmlessly suggest that if the Toledo Association wishes to allow itself such latitude as this in the passing of resolutions, that the following might be worth passing:—

A resolution against the committing of murder on Fridays.

A resolution against any retail grocer giving 20 ounces to the pound.

A resolution against stealing from merchants who have been in business more than five years.

A resolution against employing clerks more than 90 years old.

I feel myself perfectly competent to frame resolutions as long as the Toledo Association will pass them. And I agree, speaking now of the automobile resolution, that it was a good thing to pass if the people of Toledo believed the members of the association were in favor of reckless driving.

If the Washington administration are allowing politics or favoritism of any sort to influence the quarantine they have put on foreign potatoes, they ought to be led out and hung, one by one. It seems incredible that they would do anything that would so directly grind the faces of the poor, but the large handlers of potatoes are becoming highly suspicious.

Politics and Potatoes.

There is much to support their suspicion, too. Our own potato crop is 41,000,000 bushels less than last year and 82,000,000 less than in 1914. That alone wouldn't amount to much, for we could import all the potatoes we needed to fill out. But this the Government prevents us from doing by its quarantine against the potatoes of all the large producing countries. Is that quarantine done in the interest of the domestic potato producer, so as to enable him to make a lot of extra money? That is the point. I repeat that it seems incredible, but look at the facts. Foreign potatoes formerly paid a duty of 25 cents a bushel. The present administration, *perhaps* to make political capital, had potatoes put on the free list, of course against the protest of the farming element. Very shortly afterward, *perhaps* to placate the farming element, the Government issued its quarantine, specifying the very potatoes which were freely accepted as long as they paid a duty. The result is that we are being badly pinched. Potatoes have never before been as high as they are now. They are peculiarly the food of the poor, and anything that puts them where they are now is a hardship on millions of people who oughtn't to have to stand it.

Politics has been responsible for just as slimy tricks before, but there ought to be some hangings if politics is responsible for this.

When Legislatures began to pass laws against dishonest advertising, particularly against exaggeration as to what a given piece of merchandise was "worth," I suggested that in many cases it was going to be difficult to prove what a "former" or "real" value was, value being in some degree a matter of opinion. But I said that it would be possible, and outlined a way to do it.

Defenses in Prosecutions Under Advertising Laws.

Courts in States which have advertising laws are following that plan now. Witness the District of Columbia case briefly reported in aother column. A dealer sold for $4.85 a Palm Beach suit represented to be worth $12. Witnesses familiar with palm beach suits said it was not worth more than $5, and the lying dealer was convicted.

The point is that experts in any line can examine an article with whose class they are familiar, and fix its fair wholesale and retail value within certain variations. The defense "I thought it was worth that much" has never prevailed against this kind of evidence, so far as I have seen.

Two members of the National Wholesale Grocers' Association have sent in to the secretary their views on various trade subjects. One tells what he considers the gravest problems affecting the wholesale grocer to-day:—

Two Views of Trade Problems.

Promptness in paying bills and taking discounts.
Co-operation—getting together on mutual interests.
Advantages of association work.
Tricky practices—cost of goods—overhead expenses.
Subsidizing salesmen.
Sacredness of contracts.

The other tells what he thinks the National Association should emphasize in its work:—

1. Education of the retail grocer to the use of a simple, uniform system of bookkeeping.
2. Simple, uniform cost system.
3. Absolute necessity of carrying insurance.
4. Absolute necessity of making uniform, signed financial statements to creditors.
5. Importance to merchants, who do discount bills, of insisting that no discounts be allowed after the proper discount period has elapsed.

Note that both men emphasize the need of preserving business honor—the prompt payment of obligations, the taking of discounts only when they are due, the scrupulous keeping of contracts, and so on. Everything said applies to the retailer just as much as to the jobber.

Touching the recent 8-hour law incident, a local manufacturer indulged in some interesting reflections during the week:—

Isn't This True?

"They say President Wilson was a coward in forcing Congress to pass a law increasing the wages of the railroad men," he said, "but the people that say that have probably never actually gone through a strike. They may have looked at a strike from a safe distance, but I have gone through one, and I'll give in every time, even to an unreasonable demand, before I'll precipitate another. We had a little strike down here not long ago. It only lasted forty-eight hours, but it cost us $500, and upset our business entirely. Then we gave in. thought we were right, and we think so, but all the same we g in simply because we couldn't st what we would have had to st had we not given in.

"Why, just before the eight-h law was passed, before there any strike at all, just because was expected, things began to l pen, and we received fifty or si complaints from our custom Goods gone astray or delayed. railroads threw them into any car and shipped them out regardl One man less than a hundred m from Philadelphia didn't get go shipped from Philadelphia for days. What would have happe if there had really been a stri I can hardly imagine. It w have been happening to every sh per and receiver in the Un States, too. President Wilson right, and everybody interested i railroad strike agrees with him. can't hold our trade simply by ing 'we have a strike and are layed.' The customer doesn't c a rap about that. He wants goods and he blames it on us if doesn't get them. He isn't in ested in our troubles at all."

There is a lot of truth and in this. Admit for the sake o argument that it was cow to yield to the railroad men's un Cowardice is sometimes, fro practical standpoint, the better of discretion. When you are against an antagonist much powerful than yourself, who is ing an unreasonable demand you, but who can enforce tha mand by doing all sorts of th much worse than the demand, ing in is pretty nearly the t to do, isn't it?

AMONG THE TRADE

Among the Delaware incorpo tions announced during the was that of the E. S. Burn Packing Co., to manufacture deal in food of all description an engage in the business of groc Capital, $1,000,000. Incorporat Cornelius A. Cole, Hackens N. J.; Robert A. Van Voorhis, sey City, N. J.; Arthur R. Oak Pearl River, N. Y.

Charles M. Wessels, form president of the Grocery W Publication Company, and head of the C. M. Wessels Co., been elected president of the Ph delphia Salesmanship Club, 400 members from among the l ing business men of the city.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

our Goods versus Economy Goods.

hile you may not have the whip , you have, if rightly used, a very tive hand in your distinctive line of s as compared to the Economy line. one is essentially staples. The is complete. The one appeals to living. The other to both plain super-plain. The one is limited in ty. The other is practically un- ed.

is clearly evident then that the s for you to display and talk are eliminated from the Economy A study of these is a simple r.

e don't say, of course, that staples ld be ignored or even given a com- background, but your "unusual" s should be featured.

t only that, but a complete list ld be printed and distributed as a minder."

ere is no need for you to worry the Economy store if your service od. And service, mind you, means than delivery. Personal attention real courtesy and fifty other attentive turns are all embraced in the word "service."

Not long since the writer stood around in a "city grocery" and the indifference and lack of cordiality displayed was pitiable, even painful. That's the kind of store should dread the advent of the Economy plan, provided they are susceptible to dread.

* * *

Business Manners.—Roughness is never pleasing. Neither is abruptness. There are clerks who consider it smart to cut out parlor manners in business. Never! Back of the counter is where good manners count. Every effort to please leaves it's impression. Every polite action shows deference to the customer. "No, ma'am" and "Yes, sir," are simple forms of speech, but they're respectful and proper and above all, they're pleasing to the party addressed. If you wear a cap it should invariably be tipped to the woman coming up to your counter. It isn't much to do, but it's business manners. Every customer should be thanked for an order, whether the order is paid, C. O. D. or charged.

Another thing that is somewhat in line with this talk is good grammar. There is no excuse for any young man who is intelligent enough to sell goods to say "them prunes," instead of "those prunes," or "these prunes." "Isn't" is just as easily pronounced as "ain't." "Coming" sounds nicer than "comin'." These things, however small they may look to you, are noticed by people whose surroundings warrant carefulness of speech. Besides, attention to niceties of manner and speech most assuredly gain for you, personally, respect.

Canned Goods Boxes to be Higher.

Well-posted and foresighted packers are losing no time in covering their 1917 requirements in shipping cases and box shooks. It has, of course, been said for some time past that boxes would be higher in 1916. The general advance over 1916 on No. 2 and No. 3 boxes is in the neighborhood of 20 per cent. Among the principal reasons given for the advance in shipping cases are the following: Increased cost of lumber. Higher wages for labor. Higher freight rates. Another factor tending to make boxes cost the canners more next year is that the demand will be the largest ever known, because, in the first place, packers will undoubtedly make preparations for a heavy production of canned foods of all descriptions, and there will be probably 50,000,000 wooden boxes required to substitute for fibre boxes, occasioned by the advance in prices and materials used in the manufacture of fibre boxes. It is stated that fibre cases have advanced nearly 100 per cent. Large users of fibre cases are making strenuous endeavors to place contracts with makers of wooden boxes, which they plan to substitute for the paper or fibre cases. It is even declared that the big Chicago meat packers are being forced to use wooden cases in place of the fibre and that practically every meat packer at the stockyards is now doing his utmost to cover requirements on wooden cases, and that if they succeed it will make big inroads on the supply of canners' cases, resulting in higher prices to the canners when they enter the market. The large meat packers are trying to place contracts for about 20,000,000 wooden boxes for 1917, and it is not unlikely that contracts placed by them will absorb the entire productive capacity of a number of large manufacturers.

Less Cold Storage Cheese This Year.

The monthly report of the Office of Markets and Rural Organizations, Department of Agriculture, on the cold storage holdings of American cheese October 1, 1916, shows 29,487,768 pounds of cheese in 168 storages. The total holdings reported by 126 storages was 22,408,699 pounds, as compared with 23,622,367 pounds October 1, 1915, a difference of nine-tenths of 1 per cent. The report shows that the holdings increased 1.5 per cent. during September, as compared with an increase of 1.3 per cent. during September last year.

Looks are a big factor in sales

Butter that has been colored with

Dandelion Brand Butter Color

always looks as fresh as on the day it was churned. Ask your dairyman to use Dandelion Brand. It means more sales for you.

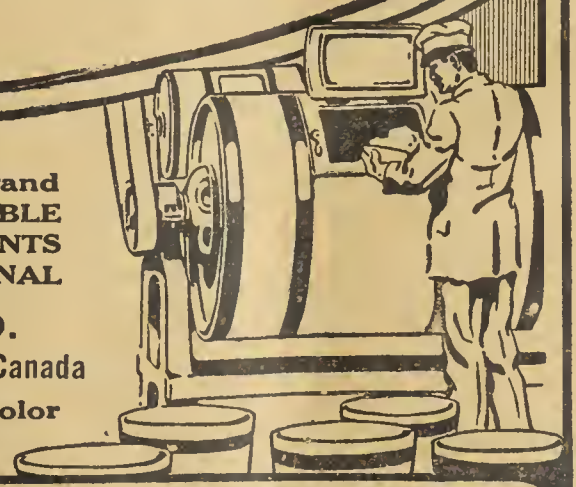


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.

Burlington, Vermont, and 200 Mountain St., Montreal, Canada

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand *The color with* **Butter Color** *the golden shade*



Don't risk your Preserves for half a cent

Cheap rubber rings shrink, crack and let in air, causing the fruit to spoil

GOOD LUCK
RED RUBBERS

will keep fruit sweet, not only for one season but until you want to use it

GOOD LUCK RUBBERS
fit all standard jars

[DEALER'S NAME AND ADDRESS]

We will send you a series of these for use in your own paper

How we have helped you sell Good Luck Jar Rings

Hundreds and thousands of women all over the United States—many in your territory—have been told all about **Good Luck Jar Rings** this year.

In nine of the leading women's publications (The Ladies' Home Journal and Good Housekeeping were among them) we have published our story of **Good Luck Jar Rings** month after month, and all these women now know that we claim these jar rings to be the best in the world.

Why? We told them why—because they are made from good live rubber that lasts—lasts even from one season to another. Because they don't harden, shrink, crack or let in air. They make all the difference between fruit keeping and not keeping.

All this the women of the country have been told, and they are ready to buy **Good Luck Jar Rings** if you are ready to sell them. How about it?

Can you use any of our electros for dealers' advertising? One appears in every one of these advertisements.

Boston Woven Hose and Rubber Company

LARGEST MAKERS IN THE WORLD

CAMBRIDGE, MASS.

The New York Letter

Personnel of a New Chain Store Concern, the All Pac Co. Armour & Co. Still Fighting Over Meat Cas National Wholesale Grocers' Association Neutra Bankruptcy Law Repeal. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, October 13, 1916.

Considerable interest has been manifested as to who were behind the "All Package Grocery Stores Co." the newest chain store grocery concern, which has opened several stores here and in Chicago. They also have stores in Brooklyn and Newark. All of the members of the concern seem to be men of other businesses, and not large businesses, either.

The general manager is J. B. De Beltrand. He was engaged in the retail grocery business at Chicago for several years and sold out in 1910. Shortly afterwards he organized the United Food Products Co. The company was incorporated under Arizona laws June 10, 1910. De Beltrand was given $5,000 worth of the company's capital stock for his services as organizer and promoter and a $10,000 salary as manager. It is said the company met with only ordinary success and was absorbed September 1, 1911, by the Hazel Pure Food Co. De Beltrand afterwards organized De Beltrand & Co., groceries, with headquarters on West Van Buren street, Chicago, dissolved within a short time. He entered the service of an adding machine company in the capacity of salesman. From New Haven, Conn., it is learned that he went to that place in January, 1912, and for a number of months held the office of general sales manager with an adding machine company. The former manager was C. W. Riemer, Jr., who retired several months ago. Riemer was and still is connected with the produce firm of C. W. Riemer & Co., 79 Commerce street, Newark. He is still the president of the All Package Co. Louis C. Vossmeyer, the first vice-president, is in the wholesale delicatessen business at 383 Walnut street, Newark, N. J. Charles F. Krayl, director, is engaged in the house furnishing business at 92 Hamburg Place, Newark, N. J. Claude L. Johnston, the secretary and treasurer, is secretary of Steger & Sons, piano manufacturing company, of Newark, N. J. Richard Steger, formerly a director, was succeeded a short time ago by Henry Allsopp, president of Albert E. Allsopp, Inc., and formerly of Allsopp Bros., manufacturing jewelers. John Gissinger, formerly a director, was succeeded by Frank A. La Pierre, president and treasurer of the La Pierre Mfg. Co., manufacturing jewelers of Newark, N. J.

None of the officers and backers are men of large means. Most of the present revenues of the company are coming from the sale of stock, and there seems to be no information as to whether the concern is on a profitable basis or not. It employs a large of stock salesmen.

The concern's headquarters are Woolworth Building here.

* * *

Messrs. Armour & Co. have to the Appellate Division of th preme Court the decision of the Sessions Court of Yonkers, whi cently convicted the company of ham and bacon in their casing charging for them at the price meat. The case is now before th pellate Court and argument wa during the week. The compan tended that containers are condu the public health, protecting th tents completely, and for that they have a right to charge for for their use involves addition pense. They further say that the not comply with the law requiri labeling of the net weight, on a of the tendency of hams and ba dry out and lose several ounces. produced testimony that a pie wrapped bacon lost seven and ounces in three weeks, and a

(Continued on page 14.)



Make Your Ow Peanut Butt and put one ov on chain stor

With a small **Quaker City Peanut Butter** Mill, whic we will send thirty day on trial, you can becom your own manufacturer o a product which is in larg and constantly increasin demand, and which if yo will make it, will pay splendid profit.

Don't you see how you ca use this mill to put on over on the chain stores Think this over and writ for some interesting readin matter.

The A. W. STRAUB COMPA
3722-32 Filbert Stree
PHILADELPHIA, PA.

When it comes to dainty food—
What can you tell your HOUSEKEEPERS is

"Good Enough for Them"

To be sure, "FERRIS" are "GOOD ENOUGH" for the U. S. Soldiers

Douglas, Arizona.
"Believe me, that delicious Ham was about the most pleasant surprise I have received since I have been in here. It certainly hit the spot. With the thanks of all the Officers,
Yours sincerely, Lieutenant ———, Battery A, Field Artillery."

v London, Conn.
Duplicate shipment.
ls fine."

Paterson, N. J.
Bacon giving abso-
satisfaction."

Passaic, N. J.
Goods fine. Shall
ease sale through
and winter."

Pottsville, Pa.
Very enthusiastic
t Ferris Goods."

ake George, N. Y.
Your Hams and
n give absolute and
ct satisfaction. My
told me they are
finest he ever
ed."



Roscoe, N. Y.
"We are well satisfied with your Brand of Hams and Bacon."

Paterson, N. J.
"Your Bacon fine."

Nyack, N. Y.
"Goods fine. Will handle right along."

Columbus, Ga.
"Perfectly delighted with the Quality of the first shipment."

Point Pleasant, N. Y.
"Last Hams and Bacon very fine."

All these during the past month prove "FERRIS" "GOOD ENOUGH" for all trade

ne time ago our salesman was given an order for Hams and told :

"Your Goods are fine. Sorry I cannot order Bacon also ; but I got a special price on one thousand pounds of cheap Baltimore Bacon."

then significantly :

"But I am keeping one of your strips for my own use."

ne insists upon Ferris for his own use, won't his trade likewise prefer it ? How would this sound to his tomers :

"That cheap stuff is GOOD ENOUGH for you ; but it won't do for me."

Have you tried out the "CHEAP STUFF?"

ay not throw over everything that is not as uniformly fine as ours and just stick to the "FERRIS" until t can over match "FERRIS QUALITY ?"

en you will see your way to push "FERRIS" overboard, too.

We'll take the chance!" **"Will you?"**

F. A. FERRIS & COMPANY

62, 264, 266, 268, 270 and 272 Mott Street **NEW YORK**

Why Gamble When You Can Safely Invest?

THERE'S room for just one tremendously powerful co-operative grocers' society in this country—the American Grocers' Society of New York and Newark. Nationally established and saving its 3,100 members right now $10 off the list on every $100 worth of staple groceries. Enabling its members to meet the fiercest chain store competition on the very staples which the chain stores cut.

Imitations of the A. G. S. have started up over night all over the country and dozens more will come along using the same co-operative plan of joining. These are doomed to failure or indifferent success. Two such imitations exploded with a loud bang in the West last month.

Even some jobbers are incorporating their business (the control of which they secretly retain) and are offering their shares to unsuspecting grocers, using cut prices as a bait to get grocers to stock the jobber's private brands. Another method of exploiting grocers is to use preferred and common stock—the preferred stock being offered to the grocer—the common stock being secretly retained by the promoters.

Now if you and other grocers permit yourself to be lured into these organizations just mushrooming up you take chances with your money, and if you lose your money you get sore and blame the whole co-operative movement. That hurts this society.

You don't have to wait for this society to grow up. It is already the largest organization of its kind in the United States. It helps you right now to starve chain store competition in your neighborhood. It fights your battles and throws a protecting arm around your store. No little organization could do these things, but this huge national society is doing them right along for its tens of hundreds of members.

Andrew Carnegie says: "Put your eggs in one basket and then watch that basket." Let every grocer put his eggs in the A. G. S. co-operative basket and "watch that basket GROW."

When you choose a bank to put your money in you choose a big strong bank backed by plenty of capital and in charge of successful men—not a little bank.

The American Grocers' Society is enjoying the most marvelous growth and prosperity. It has already increased its original capital from One Hundred Thousand Dollars to a Half Million Dollars. It has only one kind of stock—common stock, which participates in the net earnings of the A. G. S. treasury. Each share is backed by all the assets of the society. Lloyd Curtiss, the organizer and largest stockholder, owns less than 1 per cent. of the stock of the society, the remainder being owned by retail grocer stockholders in small lots.

The society is purely co-operative and is owned and controlled absolutely by its retail members.

Right now it is saving its members 10 per cent. off the list on the complete line of staple groceries—the very goods you are selling every day. Don't invest one cent in any co-operative society until you investigate the A. G. S.

Your fellow grocers have published a booklet entitled, "Quit Working for Others," and will send you a copy without charge. Write for it.

American Grocers' Society

NEW YORK *and* NEWARK

HOME OFFICE: NEWARK, NEW JERSEY



We would be pleased to have for publication in this column the ideas of our readers upon trad it being understood that we do not hold ourselves responsible for any views expressed therein. munications must be accompanied by the writer's name and address as an evidence of good faith necessarily for publication. All inquiries within our power to answer will also be noticed in this depar

Makers of Folding Delivery Boxes.

Lancaster, Pa., Oct. 4, 1916.

To the Editor.

Dear Sir:—Enclosed please find a self-addressed envelope in which we would ask you to kindly send the addresses of concerns that manufacture grocery delivery baskets, especially the concerns that manufacture the collapsible kind.

Thanking you in advance, we remain,

Yours very truly,
M. T. GARVIN & Co.

Write the Cumner Manufacturing Co., Cadillac, Mich., or the Puffer-Hubbard Mfg. Co., Minneapolis, Minn.

* * *

Another Collecting Agency.

Telford, Pa., Oct. 6, 1916.

To the Editor.

Dear Sir:—What information can you give me as to the responsibility of the Mercantile and Physicians' Reporting Agency, 459-461 Broadway, Albany, N. Y.

Respectfully,
A. S. KULP.

We know of nothing specific about the Mercantile and Physicians' Reporting Agency, but have no reason to believe they are any different from the other collecting agencies. We believe that retail merchants should stay away from them all.

* * *

Advertising to Help Retailers.

Anderson, S. C., Oct. 5, 1916.

To the Editor.

Dear Sir:—If you know of any house who publishes a paper or journal of any kind that will help us in the way of advertising the grocery business kindly advise of the name and address.

Yours truly,
PREVOST'S STORE.

A clever little advertising publication is "The Advertising World," published at Columbus, Ohio. "Printers' Ink," of New York City, is perhaps the leading advertising publication in the United States, but it discusses mostly the larger problems of the manufacturer. Many trade papers, among them the "Modern Merchant and Gr World," carry advertising d ments which advise their sub ers to the best of their ability. not give the Science of Adver Department of this paper a ch Tell it what your advertising lems are and they can probabl you.

* * *

Choice of Two Order Form

To the Editor.

Dear Sir:—Please tell through the "Modern Merchan Grocery World" which of two order forms is the more ness like:—

No. 1.

October 9, 191

Mr.....
.....P

Dear Sir:—Please ship me once two barrels your best — at 16¾, as per sample order.

Should same prove satisfac you may look for standing orde return mail.

Yours,
GEO. COWGULLY.
Per P. W.

—

No. 2.

October 9, 191

Mr.....
.....P

Dear Sir:—If you wish to send two barrels of your best ——— 16¾ cents, you may do so. If t please us we will very likely you a standing order.

Yours truly,
GEO. COWGULLY.
Per P. W. Jo

P. S.—Advise us at once whet you accept this order.

Yours truly,
J. H. Cass

We don't just see the obje the provision regarding the s ing order, unless to insure the ment being of proper quality. course no careful and honest would need any such induce and assuming that you are bu only of that kind, we don't great deal in the clause. If it go in, however, we prefer N because it gives you more le as to whether you will place standing order or not. No. virtually a promise to do so, w might be inconvenient. We prefer No. 2 because it specifi asks for an acceptance.



Either for ½ Cent Per Dish



Luscious Quaker Oats Flakes or Others

Nearly everywhere folks find this choice presented.

There are Quaker Oats, made of queen grains only—fragrant and flavory, immensely inviting. And there are oat foods less tempting.

Either costs ten cents per package, which is only one-half cent per dish. One is a welcome dish. Children enjoy it.

It becomes the favorite breakfast, as it should be wherever folks prize vim.

The other is considered duty food.

We urge that this dish, above all others, should be made delightful. It is the premier grain food, rich in rare elements. Housewives who serve it should insist on the finest oat flakes made.

Quaker Oats

The World-Wide Vim-Food

The facts are these:

Quaker Oats is the favorite brand wherever oat lovers live. It is so all the world around.

It won that place on flavor. Nowhere do people find another oat food so enticing.

The reason is this:

Quaker Oats is made of just the big, plump grains. We get but ten pounds from a bushel.

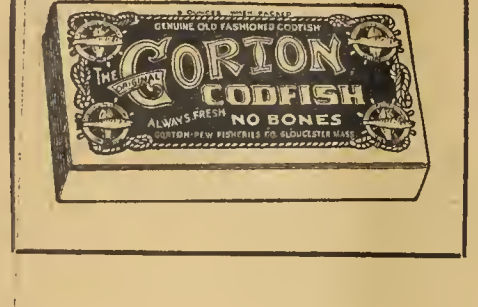
No puny grains, starved and insipid, go into this premier brand.

Please remember that. Whenever you ask for Quake Oats you get this extra grade.

And you always will.

10c and 25c per package
Except in Far West and South

(1429)



A Fish Product from the Fish Country

All through New England **Gorton's Codfish** is as much a household word as anything can be. Everybody knows it and everybody recognizes it as the highest grade codfish packed.

And it is coming into a similar position in other sections. Do you want to handle the very finest real old-fashioned **Codfish** you can get? It is **Gorton's,** and you can get it at your jobbers.

Packed in the fish country.

Gorton-Pew Fisheries Company
GLOUCESTER, MASS.

The HOWE Is Not a Refrigerator That Eats Its Head Off

There are some beautiful refrigerators on the market that, while we call them refrigerators, are really only imitations. They are beautiful exteriors but that is all. The heart—the refrigerating principle—is lacking. They are simply good-looking boxes that eat their heads off.

The **Howe Refrigerator,** we believe, uses less ice than any other refrigerator made, owing to its double air lock door. The Howe double air lock door will pay you a dividend, in ice-saving, every day you use it. Write to us about it.

Howe Scale Company
508 Market Street
Philadelphia

National Jobbers' Associations Combine to Help Educate Retailers in All Lines

Form the National Mercantile Educational Association to Standardize Retail Storekeeping Methods, Teach Advertising, Bookkeeping, Selling and Buying.

Representatives of practically all the national wholesale associations have organized what they call the "National Mercantile Educational Association," and propose to help retail merchants all over the country, in all lines, meet mail-order competition. The new association has been formed by representatives of the following national organizations:—

National Retail Dry Goods Association
National Wholesale Hardware Association
National Association of Credit Men
National Wholesale Grocers' Association
National Wholesale Shoe Association
National Retail Grocers' Association
National Wholesale Druggist Association
National Retail Hardware Association
National Retail Druggist Association
National Retail Jewelers' Association
National Wholesale Dry Goods Association
National Retail Shoe Association
Northwestern Lumbermen's Association
National Wholesale Jewelers' Association

These men met recently in Chicago and formed a temporary organization, which has just now rendered a report, a copy of which has been sent this paper. O. C. Mattern, representing the National Wholesale Grocers' Association, was the only representative of the grocery interests on the official or executive board. The president is Bentley P. Neff, of the National Wholesale Dry Goods Association.

From the report we take the following:—

> The committee was authorized to work out some plan whereby there could be co-operation among the national associations for better business methods in all lines of mercantile activity, but primarily for the benefit of the retail merchant, as his opportunity for improving conditions was less than that of the wholesalers or manufacturers, and his competition of a keener nature than theirs.
>
> The committee met in Chicago in September, and after careful consideration arrived at the conclusion that instead of the various national associations working independently on educational campaigns of this nature (which several of them have been doing), that there should be a co-operative clearing house through which all the work could be done. It is not the idea of the "Confederation of National Associations" or even the continuance of this "National Mercantile Educational Association," because it realizes that we have enough organizations of this nature now without starting a new one, but we would like to see some already established national association, whose interests are kindred to those of the associations represented at our conference, take on this work and serve as a clearing house for the various national mercantile associations, which would, we are sure, be very glad to co-operate. Already sixteen of them have signified their interest and we believe that taking the manufacturers in as well as wholesalers and retailers, that a hundred national associations would very quickly respond to this movement.
>
> What the committee wishes to see accomplished is a standardization of methods, comprising advertising, credits, bookkeeping, selling, buying, merchandising, community development and all other things entering into the life and activity of retail stores. So much is being written on these various topics that the average merchant has become confused. The time, in our opinion, has arrived for standardization and co-operation, to the end that from one source education work can be carried on systematically and bearing the indorsement of the various national mercantile associations.
>
> There is a great work to be accomplished, and the retail merchants throughout the country generally, in our opinion, are ready to work hand in hand in hand with any association that will take the lead for betterment of business through betterment of business methods.
>
> We want to see the retail merchants in the various communities of this country placed in a position to do business along lines that will give them a good, fair chance in competition, no matter what may be its source. This is a big economic question and should be of vital interest to all lines of business.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609 / Keystone, Race 746

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

The Grocery Markets

Tea.

tea market shows no quotable for the week, but the feeling er and better. There is a dis- n now to take stock in larger ies than was the case a few ago. Apparently it is impossible re any concessions from anybody od teas. The situation is very and firm.

Coffee.

coffee market is inclined to be a asier during the week, in spite submarine scare off the New d coast. The demand is light and rket inclined to be a little soft. offees are unchanged and quiet. nd Mocha unchanged.

Sugar.

sugar market has continued its course during the week. Raws old as high as 6.14 cents and ted is now quoted at 7.25 cents refiners. The rest, however, are oting 7.15 cents. The immediate is very strong and apparently s no chance of any lower prices November. At that time beet vill be in the market and prices o ease off a little, but will prob- ot ease off much until toward e of the year, when Cuban sugar in to come forward. New Cuban as been sold at about 1 cent uling spot prices and this would a decline of 1 cent in refined hich is made at that time. The ptive demand for sugar is only e.

Syrup and Molasses.

se is unchanged for the week. tuation is strong. Compound still ruling above normal, but dy seems to be expecting a good for it because of the small of fruit packed this year. Sugar nd molasses are practically out situation.

Fish.

new autumn Irish mackerel are forward and selling in a large ound $22 a barrel. This is $3 ove the average price in normal No 1916 Norway mackerel are forward, but there are some 15s now being offered. Shore l is still available at unchanged Cod, hake and haddock continue ed on the recently quoted high Demand light. Salmon is firm n. Sales have been made of red for 25 cents over the opening ort, and new pink Alaska is at 10 cents above the opening. ans $1.75, f. o. b. coast, for red and $1, f. o. b. coast, for pink. uation is very strong and high will undoubtedly continue out the season. Domestic sardines continue scarce, with an increasing advancing tendency. Imported sardines unchanged and quiet. Prices still very high. There is a tendency to advance Norway sardines still further.

Canned Goods.

Tomatoes are still on the rampage and sales of Maryland 3s, in a large way, have been made during the week at $1.22½. The pack is virtually over and is believed to be at least 12,000,000 cases. There is no warrant, therefore, for the present high prices, except the fact that the holders can get the money. From the standpoint of the 12,000,000 pack, the price of Maryland 3s should not be over $1, and in many years, with a pack that size, it has been much less than $1. Sales of new pack goods have been very good, and it is said that less than 10 per cent. of the pack remains in packers' hands. Corn is also out of the question for anybody who wants to buy cheap. Sales of Southern Maine style corn have been made during the week at $1.15, in a large way. This is getting close to twice the normal price. Peas have shown no change during the week, but will start to advance with other canned goods in a very short time. California canned goods are unchanged and fairly well cleaned up. Small Eastern staple canned goods continue, in most lines, very scarce and very high. Sauer kraut has gone to $1.15, against a normal price of 60 cents. Maryland string beans are bringing twice the regular price, and there may be no pack of spinach to speak of. Next year's pack will have higher tin plate prices to contend with. This has been figured at the prices which packers will have to pay for their next season's requirements. No. 2 cans will cost 6 cents a dozen more; No. 3 will cost 8 cents a dozen more, and gallons 18 cents a dozen more.

Dried Fruits.

Prunes show no change from last week; demand is fair. Peaches and apricots are quiet at ruling prices. Raisins are much excited on account of the crop damage scare. This will reduce the production of Muscatels from 25 to 50 per cent., exactly which is not now known. Most of the sultanas and Thompson seedless raisins had been gathered when the rains came, but even so, packers are talking about a short delivery in these grades. Currants have advanced again on the other side, and on this basis, in this country would cost 16 or 17 cents a pound carton, which is just about twice the normal price.

Beans and Peas.

Pea beans remain unchanged from last week; demand fair. Marrows are also unchanged, with moderate request. California limas show an advance of about 15 points for the week, and a total advance of about 40 points for the month. Green and Scotch peas are very high, especially green peas, and in light demand.

Butter.

The butter market is much easier for the week and shows a decline of 1 to 1½ cent per pound on all grades. This is due largely to the submarine scare, which has cut off all exports for the present. The markets are all quiet on account of the uncertainty of the export situation. Receipts are fair for the season and the home demand is good.

Eggs.

The egg market is steady and unchanged. The extreme high prices for the season have cut off some of the home demand. Receipts are showing good quality on account of the cooler weather in the producing sections, and the fact that the moulting season is about over. There has been some little export of eggs, but not enough to be affected by the submarine scare.

Cheese.

The cheese market is firm and unchanged. The consumptive demand is good and there is still some export,

Sure Sales

People like to know what they are buying. Not only the name, but the quality. When you sell goods of known quality and value, sales come easier and oftener.

N. B. C. Products are known and wanted by millions. Some of these people pass your store every day. A window display of the famous In-er-Seal Trade Mark packages will attract attention and bring customers into your store.

The dealer who stocks N. B. C. Products prepares to meet an already created demand. Sales are sure.

NATIONAL BISCUIT COMPANY

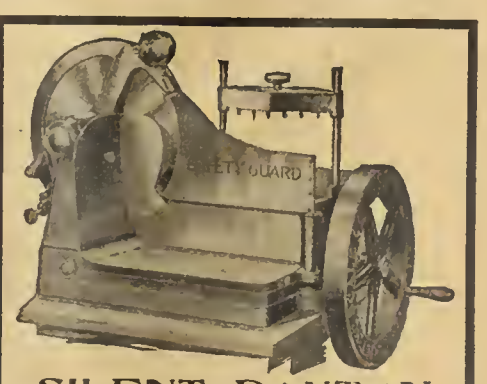
Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio



SILENT DAYTON

No. 10 MEAT SLICER

More Dayton Slicers are being sold than all other makes. There's a mighty good reason behind the marvelous growth of this new industry, and the reason is that there is nothing like it on the market at any price. It is the acme of perfection.

SEND FOR PARTICULARS

MONEYWEIGHT SCALE COMPANY

District Office: 1313 Arch St., Philadelphia, Pa.

Main Office: 326 W. Madison St., Chicago, Ill.

but chiefly of the best part cream cheese, as full cream cheese is out of the reach of the exporter. Receipts are fair for the season.

Provisions.

The provision market is firm at unchanged prices. Consumptive demand is good and the supply fair. The market is probably at the top, as the killing of hogs will increase from now on and prices should be considerably easier. Pure lard is firm, at an advance of ¼ to ½ cent. Pure lard is now retailing at 20 to 22 cents a pound, as against a normal price of 16 to 18 cents. Compound lard is very firm, at an advance of ¾ to 1 cent, due chiefly to the shortage in cotton oil and the larger home consumption, owing to the high prices of pure lard. Barreled pork is very firm at 75 cents to $1 advance. The short supply and the good consumptive demand are the causes. Dried beef continues very high on account of shortage. No change has occurred during the week. Demand is good. Canned meats unchanged, but very firm.

THE NEW YORK LETTER

(Continued from page 8.)

marked on the label at the time of wrapping would not be accurate after a little while.

* * *

The National Wholesale Grocers' Association has been holding a vote among its members as to whether the National Bankruptcy Act should be repealed. The result is told in the following statement of the secretary:—

We herewith announce the result of our referendum on the subject of the Bankruptcy Law.

In accordance with instructions from the Executive Committee, our members were requested to voice their opinions on the subject of whether the Bankruptcy Law should be repealed or amended.

Of our membership, comprising over 1,000, only 641 returned their ballots.

The following figures may prove interesting:—

Favoring repeal	359
Not in favor of repeal	282
Total votes cast	641

In view of the fact that our membership has now been accorded ample opportunity to voice its sentiments with reference to the Bankruptcy Law question, and because there is such a division of opinion, as indicated by the votes actually received, this association cannot go on record either for or against a repeal at the present time, and the subject will later on be again referred to the Executive Committee for its further consideration.

Summarized Market Conditions.

Tea firm, but unchanged for the week. It is impossible to get concessions in anything desirable. Demand moderate. —Coffee somewhat easier and quiet. Brazil is shading prices, and that is having a weakening effect in this country. Milds are very dull and cheap.—Sugar continues to go higher and granulated is now quoted at 7.15 to 7.25 cents. Raws selling up to 6.14 c Present prices should at least con until November, when beet granu will be avilable.—Oregon prunes f on account of large future sales. packers have withdrawn from the ket. California prunes unchange the week, although coast holders ar dicting a further advance. Raisins firm, on account of crop damage. catels will be 25 to 50 per cent. Thompson seedless and sultanas ar affected, but not so much. The seeded raisins being quoted very Apricots firm and unchanged, comparatively high.—Tomatoes quoted at $1.22½ to $1.25. The p good, but a large percentage of been sold and that appears to main reason for the very high Maine corn is now quoted at $1.3 some people actually asking $1.50 delivery will undoubtedly be Southern corn very high, on acco scarcity, quotation being $1.15. unchanged for the week, but pr due to advance.—Salmon shows vance of 10 cents for pink and 2 for red over the opening. The vances have been made on the The market in the East is not qu high. All sardines, domestic an eign, very firm and high.—Wh showing slight changes from day The export situation was distur the submarine scare and as the closes is considerably unsettled. shows no particular change f week, and is still very high. D for actual wants.

Norway Mackerel

To the Trade:

We beg to advise that we have received the only lot of Norway Mackerel that will be exported from Norway this year.

Our lot consists of 3600 barrels, all sizes, of which 1000 barrels have already arrived and sold.

We have 1500 barrels on the steamship "Bergensfjord," due in New York Oct. 21st.

Quality and Satisfaction Guaranteed. Write for quotations.

Yours very truly,

MONS ISAKSEN, Inc.
100 Hudson St., New York.

Home Office: Stavanger, Norway.

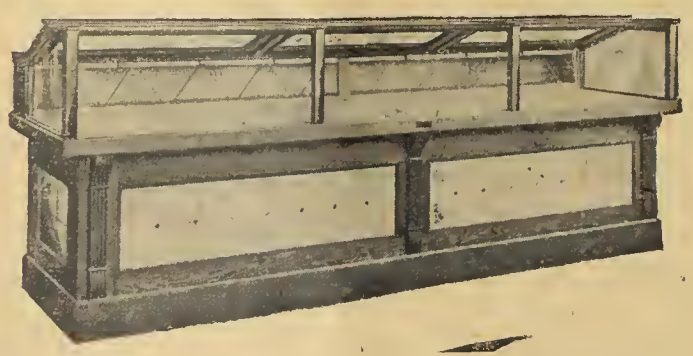
Largest Packers of Norway Mackerel in Norway

The Week's One-Time Ads.

The good old Ferris people are back again with us this week, gentlemen. This ad. is clear meat, just as good as an ad., as the Ferris hams and bacon are good as eats. There's a bully little bit of human nature in that ad.—the story of a grocer that sold Ferris hams right along, but said he was sorry he couldn't handle Ferris bacon too, but he "got a special price on a thousand pounds of cheap Baltimore bacon." But he said, "I'm k one of your strips *for my ow* What he meant by that wa cheap Baltimore bacon was enough for his customers but good enough for him. Wh know about that? Somethi the limit, eh what? I hope h trade his customers for that price. Read the ad., gentlem go to it.

Jimmy Man

The Latest Thing in Display Cases



Hill's Economy Cases

THEY are the only display cases havin doors that slide forward, completely out of th way. These cases are made of oak, the fron ends and top being glass give full display and at th same time perfect refrigeration.

Send for catalogue showing complete line of **Hill' Famous Dry Cold** Refrigerators and Display Case

C. V. HILL & CO., 360 Pennington Ave., Trenton, N.

A MESSAGE to the AMERICAN GROCERS



This is to be a record year on Aunt Jemima's—the Quality Pancake and Buckwheat Flours.

More effort, more push, and more energy are to be put behind these great selling brands than ever before.

They will be advertised in a bigger, broader and more forceful way than was ever done by any manufacturer of a similar product. **Full pages,** many of them in brilliant four colors, will appear in the

Ladies' Home Journal
Good Housekeeping
Ladies' World
Saturday Evening Post
Woman's Home Companion
Woman's World

and other publications of national prominence and tremendous circulation. Street car advertising, bill posting, painted bulletins, and other forms of publicity will also be freely used to make Aunt Jemima's a household word in every home in America.

Aunt Jemima's—the Quality Pancake Flour will dominate the market because of this advertising program.

It's the favorite brand—outselling all other brands combined.

Why tie up your money, stocking miscellaneous brands?

Concentrate on Aunt Jemima's the Quality Pancake Flour, the big seller!

It gives you a quick turn-over and a liberal profit.

Recommend Aunt Jemima's—you will do your trade a favor and besides that you will save them money. Why?

Because every housewife who buys Aunt Jemima's Pancakes or Buckwheat Flour saves the cost of milk she generally uses, as sweet milk (in powdered form) is already mixed with the flour, saving expense, saving trouble, saving time and adding to its convenience.

Push Aunt Jemima's—it pays.



Aunt Jemima's

Pancake Flour
In the Red Package

Buckwheat Flour
In the White Package

Supreme in Quality and Sales



We carry stock and have mill representatives—55 of them—all over the country. This insures prompt deliveries and careful service.

Aunt Jemima Mills Company, St. Joseph, Mo.

AUNT JEMIMA MILLS COMPANY

OFFICE OF THE PRESIDENT

ST. JOSEPH. MO.

Gentlemen:

It is our intention to make the season of 1916-1917 the greatest in AUNT JEMIMA'S history. The greatest in volume, greatest in profit, and greatest in satisfaction to the retailers of the country.

The greatest in volume by increasing the consumer demand; the greatest in profit to the retailer on account of the quick turn-over; and greatest in satisfaction to the retailer on account of quick and good profits, as well as the good-will that comes to him on account of satisfied customers.

The addition of powdered sweet milk in AUNT JEMIMA'S PANCAKE and BUCKWHEAT FLOUR formula, added materially to the cost, but it has improved the goods - really makes them perfect!

While the cost was increased, yet we have been able to make considerable saving on account of the volume lessening the overhead expense, which still makes it possible for us to provide a liberal retailer's profit.

Will you help us to keep up this volume? It means money to you.

Just remember that the smaller manufacturers of other brands cannot serve you as we can. They must sacrifice either quality or retailers' profits. Usually it's quality--and lack of quality hurts the retailer with his customer.

Every year we want to work closer with you for mutual profit. Every year we increase our advertising to help you make a quick turn-over on AUNT JEMIMA'S at a good profit.

Just look on the other side of this sheet, and realize the magnitude of our advertising program for the coming season.

Now, will you write me personally, if any way occurs to you by which we can do more, within reason, than we are doing, to help you and to push the sale of AUNT JEMIMA'S - THE QUALITY BRAND of PANCAKE and BUCKWHEAT FLOUR?

Your advice, I assure you, will be very welcome.

ROBERT R. CLARK,
President

ROYAL BAKING POWDER

ABSOLUTELY PURE

ROYAL BAKING POWDER has "no season" and "no section" because it sells everywhere all the time. Of all the standard products in the grocery business, none has more thorough distribution and active demand than ROYAL BAKING POWDER.

Keep a good stock of ROYAL BAKING POWDER on hand and keep it well displayed, because it will pay you more and surer profit than you can make on inferior brands.

Contains No Alum—No Phosphate



ROYAL BAKING POWDER CO.

NEW YORK



Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



How Do You Get Around This?

D'ye know it gives me an awful feeling to have to own up I was wrong about anything? It's terrible! After being right all my life, then to wake up and find I was wrong—gee whiz!

You know it's been a pet hunch of mine that nobody that put in premiums or trading stamps or anything like that, could ever get along without 'em afterwards. I've always said that, and I've always believed it. Seemed natural, didn't it, that when you've been handing customers something extra for a good while that when you took it away from 'em, they'd squeal and maybe drop you? Sure it did, and for me there wasn't anything else to it.

Well, it seems I was wrong, and being a fine man like I am, I've got to stand up right here in lodge and say so.

This is how I know I was wrong:

In a little town I go to every once in a while there's a chain store that up to a year or so give out trading stamps. They did a whacking business, all with stamps. Thirty extra stamps with this, and fifty extra with that, and they had the people of the town eating 'em up. *Everybody* was piling up the stamps.

When they gave out they were going to cut out the stamps, all the other dealers in the place were tickled to pieces. "That'll kill 'em!" they said. "They can't do a thing like that! They're simply digging their own grave, glory Hallelujah!"

And by gum, I thought they were right. I would have sworn they were right.

D'ye know, it didn't seem to make a mite of difference? That's a fact—not a mite! They're doing more business to-day up there than they ever did. At least that's what the other dealers say, and you can bet your neck they know.

"Why, how do you account for that?" I said, when one of 'em told me. "Everybody thought it would kill 'em."

"So did I," he said, "but it seems they've got the people hypnotized."

Listen here. It's my bet that if storekeepers had known they could put premiums in and throw 'em out when they got ready, if they didn't like 'em, a heap more would have put in premiums.

They all thought you couldn't do that, and so did I, and me knowing everything, too.

Now here's another thing these chain stores have done that puts a lot of you fellows in bad, too. Not me, I always said this could be done, but you said it couldn't.

They've cut out delivering goods. I don't know how many of my customers have said to me, "If I could only cut out delivery, I'd be all right."

"Well, why can't you?" I'd say. "There ain't any law making you deliver goods."

"I couldn't hold my trade," they'd say, and you couldn't make 'em see it any other way.

All right, the chain stores have done it and held their trade. Up in this same town they don't deliver a cent's worth. One of my customers tells me you can see people going in there with baskets by the dozen. They come in their autos, and they bring their little boys with express wagons, and they do a lot of things, but they have to do it themselves—the store don't do it.

Now, how do you get around that?

I'll tell you how *I* get around it in a minute.

I don't think every retailer can say I won't deliver and get away with it. Not by a jugfull. Some of 'em have got a kind of business where they've got to. No doubt about that. But some of 'em don't have to, and if you could only get 'em to think so, they could cut it out to-morrow and cut their expenses five per cent.

I call a fellow that won't do it "Old-Man-Afraid-Of-His-Customers." When you get that way, you begin to lose weight. It ain't healthy. I don't know what would become of me if I got fussed up over that. I'm as independent as a hog on ice when I go out to sell goods. So far as my customers can see, I don't care a blame wh they buy my goods or not. B tween you and me and the door, I only *look* that way. up as late as anybody to hol trade, but I ain't going to l customers know it, you can be neck.

Of course I'm better fixed some of you—I've got a fine able-bodied wife that can wor get out of a job. She works as a matter of fact—works n she can (which ain't much).

THE STROLL

Chain Store Cuts Out Mea

Because, as it states, it has be able to "secure the necessary pounds of United States Governm spected meat daily," the Kroger ery and Baking Co., operating s one stores in St. Louis and en has discontinued the meat depa in about twenty of its establish and it is rumored that many m the stores will discontinue selling in the near future.

The Danger of Buying Cheap Refrigerat

The very last thing a grocer should think of when he buys a refrigerator is price. We don't mean he should throw any money away, but he should think first of the money-saving features of a refrigerator—its long-lasting and permanent efficiency—and when he is satisfied he has a refrigerator that will give him that, he should pay any reasonable price for it, because it will pay him in the end. In fact it will begin to pay him from the minute he puts it in.

Speaking of the well-known McCray Refrigerator as a high class refrigerator, it is easy to buy a cheaper refrigerator than the McCray. And it is just possible that it may look as well on the outside. But the greater cheapness and the appearance soon lose every particle of their weight when a comparison of the refrigerating efficiency—the only proper basis for comparison—is made.

One of the most important features in connection with a successful grocer's business is the matter of refrigeration and there will be a mighty big leak in his business unless this all-important item is given the most careful consideration.

A very large percentage of his business is dependent upon the efficiency of his refrigerator equipment. The construction must be in accordance with certain scientific principles that insure a positive, cold, dry air circulation, and the walls must be constructed of materials that have the greatest heat-repelling qualities.

While a refrigerator may have an attractive exterior, its real value depends upon the material and struction between the walls. temporary satisfaction which may enjoy from a low price equals the everlasting regret poor quality. Real economy s prompt you to invest a little money in your refrigerator ment, as the increased effi will result in a saving in th of perishables and consumpti ice that will very soon excee difference between the price McCray Refrigerator and a ferior one.

McCray Grocers' Display frigerators and Refrigerator ters are constructed in a ner that will enable you to ar a very tempting display of al ishable food products and a same time they are protected i most sanitary manner, and form with all legal require as regards the sanitary displ perishable food products. M Refrigerators are used by United States Government i Pure Food Testing Labora and in the U. S. Government missaries as well as in the kitchens of the leading hospit

The refrigerating principle i McCray Refrigerator is pate As the result of it, the air in Cray Refrigerators is so dry salt can be kept in an open di the refrigerator indefinitely a as dry when removed as thou had been in an oven.

The McCray Refrigerator Kendallville, Ind., have an int ing time payment plan for resp ble dealers. We recommend ing about it.

Again in Season!

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles—hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	◇H◇ Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

A Fair Question And Our Answer

"Can I sell more of one of your standardized brands than I can of some other brand costing the same price?"

We say yes, almost certainly you can. Why? Well, first because the quality is apt to be better. We go to lengths in selecting Coffee that other houses don't go to.

But the main reason is that our standardardized brand, when once you get a customer buying it, will never betray you by fluctuating in quality. We move heaven and earth to keep **Harisco Standardized Coffees** uniform, and that is why we so emphatically guarantee the line to help any retailer's Coffee Department. They never disturb business they have once gotten.

Write us if you are not selling Coffee enough.

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK



No. 385.—Never Bring a False Representation Case Without Fullest Investigation.

About six months ago a retail dealer doing business about seven miles from this city, opened an account with us. He came fairly well recommended and made a financial statement which our credit man thought warranted a line of several hundred dollars. We continued to sell him on regular terms, and he paid promptly, until about two weeks ago, when we heard rumors that he was a snide and was getting ready to fail. We investigated this, and found information which indicated that it was true. We then investigated a little further and apparently found that some real estate which this customer had given in his statement as a part of his assets, was really in his wife's name and was not liable, so our attorney advised us, for his debts. Being told this, and in order to forestall what we believe was our coming loss by reason of his failure, we had the man arrested for obtaining credit under false pretences regarding the ownership of real estate, hoping that this might at least get us a settlement of our account. He was held in bail for court, and the case is still not disposed of, but we have learned that we were in error about the false representation. The real estate in question was in his name at the time he set it forth in his statement and is in his wife's name now, but only because his wife exchanged some other real estate for it. This customer was worth what he said he was, and it therefore looks as if we were wrong in having him arrested. What course can he take against us? We hear that he intends to do something.

I withhold both the name and address of the writer of this, because otherwise I should not like to answer it publicly. I want to answer it publicly, because it touches a subject of general interest and of much importance.

The very day I received this letter, a Philadelphia court gave to one Isaac Gross, a general storekeeper, a verdict of $3,075 against a Philadelphia wholesale house—Lichtenstein Bros. & Sons. The facts were similar to those set forth in the above letter. The jobbing house accused Gross of obtaining goods from them under false statements as to his financial responsibility. He denied it, and they had him arrested. He was tried and acquitted, and at once brought suit for damages for malicious prosecution. The verdict of $3,075 is the result.

There is no doubt that in the case cited in the above letter the customer can bring suit against my correspondent for malicious prosecution. Whether he will win it is of course a different thing, but he has all the elements to work with. He was accused and arrested for a criminal offense, thereby being put to expense and shame. When tried he will doubtless be acquitted, as there will be no evidence against him. I am free to say that if I were his counsel I should advise him that the next step should be the bringing of a suit for malicious prosecution.

It is a malicious prosecution when A brings a criminal action—in most States a civil action also—against B, upon insufficient grounds. It can be knowingly done, it can be recklessly done, or it can be carelessly done. Even if the prosecutor thought his ground was good, he is held responsible if it proves to be bad, if he could have found it was bad had he looked the matter up before acting. Nobody is expected to issue a warrant for another person's arrest unless he knows precisely what he is doing.

It will therefore not be enough for this correspondent to say "I acted in good faith, believing I was right." He must further say, "I investigated and *had every reason to believe* I was right."

That means what the law calls "probable cause." If the prosecutor who is afterward sued for malicious prosecution had probable cause for what he did, he is not liable in damages, because then the law says the act was not malicious. What is probable cause? Any state of facts which *after careful investigation* would convince the average man that the person whose arrest he was contemplating was guilty. In other words, if the above correspondent carefully investigated all reasonable sources of knowledge, and everything he found pointed to his customer's guilt, then he had probable cause. But if he only partially investigated—in other words, if he was careless, if he jumped at conclusions, the jury would almost certainly hold that he had no probable cause and mulct him in damages.

Before having a customer arrested, or anybody else, for that matter, always consult a lawyer. *Always.* The fact that you acted on an attorney's advice is always considered evidence in your favor, as showing probable cause and absence of malice.

Every man who obtains money or goods, or anything whatever, under false representations, should be arrested as an example to others. Moreover, it is usually the quickest way to induce him to undo the wrong he has done. But never do it until you have carefully looked up every fact which could bear upon his guilt. In the case submitted by the above correspondent, I should have taken my warrant, and an officer to serve it, to the customer and confronted him with the evidence I had against him. If he had any explanation, I should investigate it before serving the warrant. If he gave none, the case against him would be very much strengthened, and I should serve the warrant then and there. Apparently this course would have prevented the above situation.

(Copyright, October, 1916, by Elton J. Buckley.)

—

Question: W. M. Corbin, Belmont, N. Y.—Will you please tell me if the Commercial Protection Association, Inc., 4002-03 Jenkins Arcade, Pittsburgh, Pa., are reliable and have a legal right to advertise accounts in New York State for merchants?

There is a man here getting some of the merchants to buy the book containing three letters to be to the debtors and if they pay their bills the Commercial tection Association will adv their account for sale.

Answer.—Anybody has a to advertise for sale an ac against another, provided it is owing. If he advertises a dis account he is very foolish, for debtor can prove he doesn't o he can sue for libel.

I am familiar with the s of the Commercial Protectio sociation. It is also known "Commercial Underwriters." sell pads of letter blanks, so which are not in my judgment I am not speaking now of the mercial Protection Associatio I have not seen the particular they use.

—

Question: "C," South Beth Pa.—Some time ago I gave ant of mine a quit notice at term, having a monthly leas him. He did not get out sued him before a local squi obtained judgment for poss He went to the squire and him to get me to give him 15 more time, saying he woul costs of squire and rent, wh did, there being a month's re at that time. Now he claim as he has paid rent and cost the judgment was set aside.

What I want to know is, i the case? Do I have to beg over again?

Answer.—Your tenant is in his law. There is nothing ever in what he says. Your allowing him 15 days mere lowed him to remain that lon no longer. The constable s eject him at the end of 15 da

—

Question: E. E. Hudson, Ch town, Md.—I have working f in the mornings and evening all day Saturdays a ten-ye school boy. Is it necessary f to obtain workmen's compen insurance on him. Also have ing for me on Saturdays a six year-old school girl. Your a will be appreciated.

Answer.—My judgment is you will have to be responsibl possible accidents to the chi mentioned. They are regularl ployed on part time, and ar "casual" employees (casual ployees are exempt) in any se the word.

—

Note.—Requests for informati this department should tersely s in full all the facts bearing on the and all questions should be ca framed to avoid misconstruction. on one side of the sheet only. I

p-to-date Stores

You recognize the up-to-ate stores nowadays by e extent to which they nploy electricity. Test at statement by counting e *successful* shops *not* *ing* Electric Light. An Electrically lighted ore or place of business n be made to stand out prominently from its vironment as does a man-on surrounded by dilapi-ted dwellings—it's merely matter of judicious win-w and exterior lighting.

E PHILADELPHIA LECTRIC COMPANY TENTH AND CHESTNUT STS



ndow Displays Made Free

/e are building up a big demand Chase-O by hundreds of posters, s, bulletins, throughout this terri-. A window display in your store will make it for you) will connect r store with our advertising. Will write us?

hase-O washes clothes almost ie. It is wonderful. Your jobber.

HASE-O MFG. CO.

ock and Columbia Ave., Philadelphia, Pa.

should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Banner Season Expected for Mixed Syrup.

Largely Because of the Falling Off in Home Canning and Preserving and the Scarcity of Packer's Goods. Jars Had Very Poor Season.

Handlers of syrup are expecting this to be a banner season for it, although the price is high. This because very little fruit was put up and syrup is a standard substitute for canned fruit.

Jobbers in fruit jars say there has never been a year when jars sold so poorly. This is because fewer people put up fruit, and that in turn came because sugar was so high that thousands of housekeepers cut preserving out. The sugar companies realized that this was going to happen, and did considerable advertising in order to counteract it, but the summer demand was very poor. Also, fruit in many lines was not abundant. There are no statistics as to what this season's home canning and preserving amounts to, compared with normal, but it is unquestionably far below. The commercial packs of these goods were also poor.

Compound or mixed syrup is about the only available syrup this year. Sugar syrup long ago yielded precedence to compound syrup, but this year is particularly scarce on account of the sugar situation. There is very little good sugar syrup about. Compound syrup is 4 to 5 cents per gallon above normal in bulk, but some of the tinned brands have not advanced in price.

Two Good Jobs Here.

WANTED.—An efficient, experienced office man and buyer by a wholesale grocery house in Northeast Philadelphia. Apply by letter in applicant's handwriting to W. G., care Grocery World Publication Co., 927 Arch St., Philadelphia. 17

WANTED.—Salesmen to learn the business, so as to enable them to become sales managers at the territory assigned to them; between 25 and 35 years. Permanent position with good future for the right man. Apply by letter only, giving information. Scott Paper Co., Seventh and Glenwood Ave., Philadelphia. 15



Dorothy's Getting Well

Dorothy, who is just getting over the measles, has no more than said, "My Goodness! Why don't they give me something good to eat?" when the wise Kewpies appear, one bearing a dish of delicious sparkling Raspberry

JELL-O

another bringing a spoon, and one carrying from sight the hateful medicine.

Dorothy's happy face expresses her approval.

These same little Kewpies must have done a great deal towards helping the grocer out during the last two or three years, for they have been scattering sunshine and good cheer broadcast throughout America—and cheerful and sunshiny people are the best kind of customers.



THE GENESEE PURE FOOD COMPANY, LeRoy, N. Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.



Are Your Customers Satisfied With Your Hams?

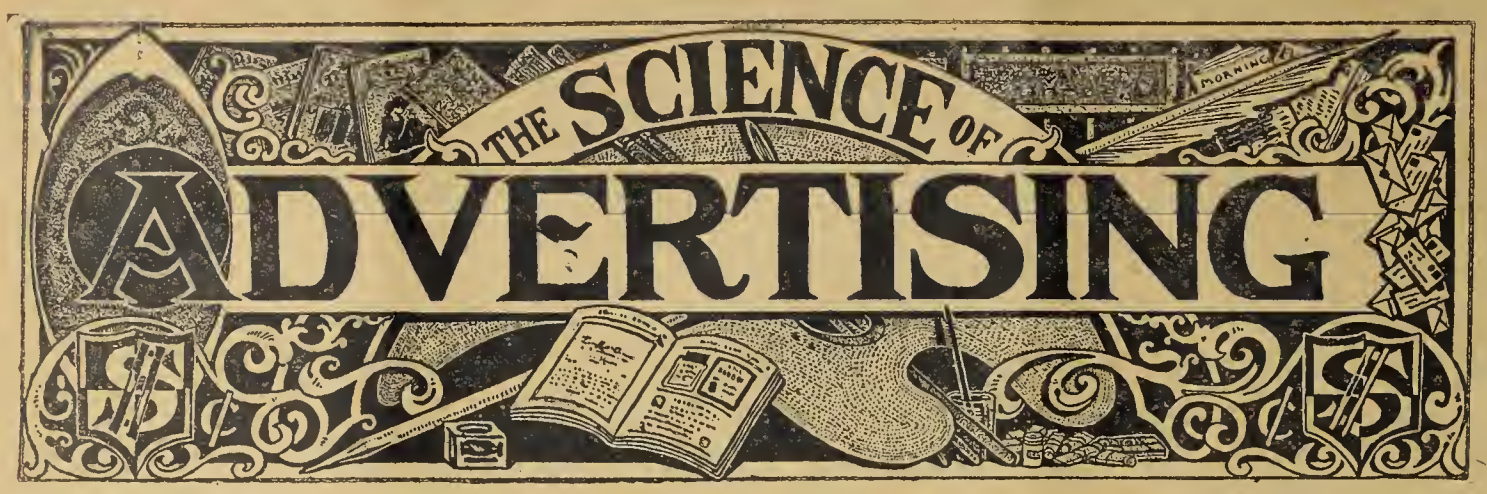
The fact that they don't kick isn't always certain evidence—do they buy ham regularly, or are you getting any new business on ham?

Liberty Brand hams, packed by us, are offered to you as hams that will satisfy your most particular customers—real trade makers. Sweet, tender, juicy—our own methods throughout the whole cure. No hams are **Liberty Brand** unless so branded.

We are advertising these hams to your customers. Be ready for the demand.

F. G. Vogt & Sons, Inc.

30th and Race Streets Philadelphia



Altoona, Pa., Sept. 22, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed please find list which we have just recently given to our trade.

Please give us through your valuable columns your corrections, whereby we can improve same.

Yours truly,
H. S. GROVE.

The advertisement enclosed was a gray card 7 x 11 inches, printed in black on both sides. Its appearance was almost destroyed for me because it was so crowded that the white margin around the edge was only ¼ inch wide. The card appeared overfull, which will kill the appearance of any piece of advertising. However, I don't say that because of this it produced no results. In spite of this it is good, clean-looking advertising and I should expect it to pull. All the same, it is just as well to have good appearance as an ally, if you can. Below is a reduced photographic reproduction of one side.

* * *

This is fine. Whoever wrote this is a natural advertisement writer. This has the true ring—the selling quality. If Mr. Grove should tell me that this brought inadequate results, I should be an extremely surprised man, for it has every element of good advertising, always provided it is properly distributed. Of course as much lies in the distribution as in anything else. Some otherwise keen advertisers fail to realize this, and practice false economy with the distribution end of their advertising. See that it gets into people's hands, no matter what it costs.

* * *

The other side of this card is precisely like the reproduced side. The head is simply "Grove's Cash Grocery." Mr. Grove has succeeded in accomplishing what is really the object of all advertising, viz., to write down the reasons why people should buy the goods advertised. Let me amend that a little. Reasons why people should buy the goods advertised, *of the store advertising them.* Some grocery advertisers write good advertising for particular goods, which are on sale at other—or every—store. I don't need to point out the weak point of that. Advertising of a retail store should not be an advertisement of brands alone, but of brands for which people are to come to this particular store. That is why it always pays best to advertise goods which you can make seem like your own—obtainable nowhere else.

MONEY TALKS

We are in position to help make it go some. Get the CASH HABIT—It pays a big dividend. We have the quality. We have the price. We give you courteous treatment. We give you prompt service.

An ABSOLUTE GUARANTEE with every purchase. If the goods do not please you, tell us. We will gladly exchange them, cheerfully refund your money, as no sale is complete at this store until you're satisfied. It pays you to trade with us.

AUTO DELIVERY.

MILK.
Every Day Brand. Baby size. Take our advice if you use canned milk, and buy for future needs, as well as present. We have the milk to sell and are glad we can give you the bargain we can at this time. Now is the time. Here is the place.
Per doz cans, 55c.

MATCHES.
Cheap Matches. They are non-poisonous, No. 5 boxes and good matches for the money. They were made to retail at 5c a box but as they do not strike easy unless you have a rough surface to strike them on, we offer you them at the special price of
3 boxes, 9c; doz. boxes, 32c.

SOUR KRAUT.
Sure it's good. The brand is Silver Floss. We have the confidence to tell you it will please you if you like any canned Sour Kraut, no matter if you are paying 15c a can for it. Cabbage is high—better buy a case for future needs. Remember, no odor while cooking as it is cooked: just heat and serve.
3 cans, 25c; 2 doz case, $1.90

SWEET PICKLES.
Yes, they are sweet, solid, medium size, excellent flavor, in fact the best Sweet Pickles we ever tasted. We will let you be the judge. Have one, if you don't say they are the best you ever bought, we don't want you to buy any. If they please you, yours at
12½c doz.

TETLEY'S TEA.
You no douht have used Tetley's Tea. We know them to he one of the better grades. However we have secured a quantity of Tetley's India and Ceylon Tea. The regular priee of this tea at present is 35c ½ lb. Cash again has helped. Take it while this lot lasts,
Per ¼ lb., 15c; Per ½ lb., 26c.

SHAD.
Booth's Crescent Brand. Packed in No. 1 tall salmon cans. Those of you who have tried this new fish product should buy it while we are offering you this price. To all who buy it and are not satisfied we will refund purchase price on all cans not opened. It's good—it's cheap.
Special Per Can, 10c.

1 lb. Rumford Baking Powder.
A quality product in Baking Powder. A genuine phosphate powder, —positively contains no alum. Superior in baking quality and healthfulness. Notice we have done you a good turn in this, the regular price is 30c lb.
OUR PRICE IS 21c, Special.

CANNED BEANS.
Melrose Brand. These are new Beans, pick and pack of 1916, cans brim full of tender, well cooked, stringless green or Wax Beans. Do not compare these with the Beans usually sold at this price—positively they are superior to any we have ever sold at less than 10c straight. While our lot lasts
3 Cans, 25c.

SOAP CHIPS.
20 Mule Team. The best Soap Chips to he had. They save labor and are economical. They are not injurious to the hands but on the contrary the horax is highly beneficial. They make washing easier, the clothes whiter and as is well known borax is a purifier. Special for 10 days, the regular 25c size
19c.

MACKEREL
Those large bright fat fish, the kind that makes you feel hungry to look at. While we are fighting high meat prices, why not some Mackerel at a lower coat and equally as good to eat, in fact more healthful than so much meat. They're beauties.
Two for 25c

CREAM CHEESE.
New York State Cheese, the best that is made. We believe we are offering you Cream Cheese different from what you have been buying. It has the snap, it has that creamy taste and to he put out at a lower price than cheese of inferior quality is being sold at present. Some cheese—
lb. 24c.

SALMON CUTLETS.
In 1 lb flat oval cans. Notice we said Salmon Cutlets, Really we opened several cans which were all in one piece. Med. Red in color, very rich in oil, smooth texture; in fact the best salmon we have ever seen. The regular price is 25c per tin, but as is our custom, cash hrings it lower. Yours at
21c Each.

RICE
Blue Rose Variety. Really, we helieve this to he one of the cheapest good food values of today. When Rice as we are offering you can be bought at the price we name we are sure all living is not high. It is clean, whole grain, very little broken and one of the best food values, yours at
4 lbs. for 25c

COUNTRY LARD.
500 lhs. only. Country Lard is very acarce hut we have succeeded in getting a few cans. Qaulity is fine much beter than Western Lard and we think more economical to the housewife. Wittle the lot lasts,
lb. 20c; 5 lb. lot, 19c lb.

INDIAN CORN STARCH
Well known to most of our trade but to those of you who have never used Indian, we wish you would give it a trial. Being absolutely pure, made of the white starch of the grain of selected Indian Corn, contains none of the husk gluten or germ of the grain. We guarantee its purity and wholesomeness. Special at
4 Pkgs., 25c

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organization Notes.

The "Dealers' Aid Bureau" of New Kensington held its semi-annual banquet in the Lutheran Church on October 5th. Covers were laid for 120 persons. H. C. Walley acted as toastmaster. Vo sic was rendered by Mr. L. S. and Mr. A. D. Fry, Miss Estelle gave some recitations and Prof Hershberger made an address "Value of Credits," Mr. Wm. S made an address on "Organizati was a most enjoyable affair a flected great credit on the co which arranged it and which wa posed of the following: A. V. J. E. Sparks, W. K. Cooper, Hamm, W. R. Gott, W. L. La W. G. Goerman, S. B. Abbott an Wyant. Mr. W. B. Lansberry retary of the association.

* * *

Barnesboro just closed a ve cessful "Pay Up Week." Mercha especially pleased with the resul

* * *

Last week Mr. Smedley ad Pittsburgh grocers on Octob Pittsburgh butchers on Octobe Washington County Chamber o merce on October 12th. This w Smedley will speak at Jersey Trenton, New York and Punxsu Pa.

* * *

Boyertown business men have ized.

* * *

The directors of the Retailers' Fire Insurance Company, togeth the Executive Committee of th Association, met at Harrisburg tober 11th to dispose of importa ness.

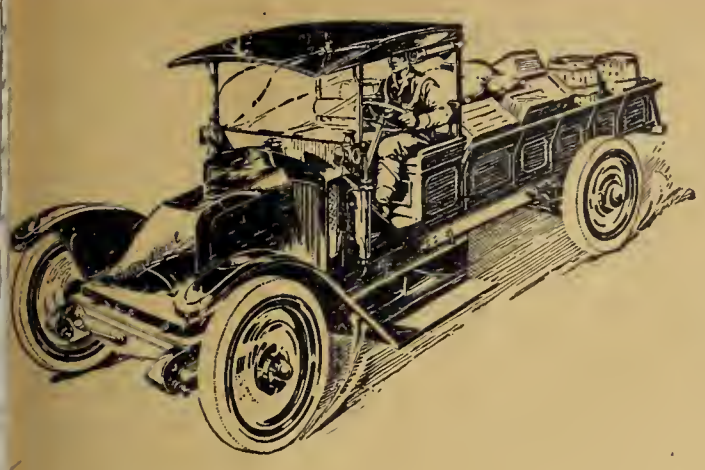
* * *

The Pittsburgh Retail Grocer tective Union is engaged in a against the violators of the Sunda ing Law. A large number o have been prosecuted successfu fines collected.

Tie Up With Reliable Peo

Too often it's found that the like to buy the product of small facturers. They think maybe th get a better deal or a better pric sometimes they can. But is it while? Are not the goods of well-managed concern easier particularly if they are heavily tised? Is there not a much turnover on such goods? And i likely that the reliable fellow w tect you better in case somethi expected happens? Not because a large heart, but because he is business man and knows tha prosperity is his. He has a po such matters. The small manuf does not deal in policies; he ge adopts the "hit or miss" metho often cannot be relied on.

The Aunt Jemima Mills Co. Joseph, Mo., is a good example "dependable house." Their polic protect their trade—to help the r sell Aunt Jemima's Pancake Fl impressive high-class advertisin pages in the "Saturday Evening "Ladies' Home Journal," "W Home Companion," "Woman's W "Good Housekeeping," "Ladies' W etc., to look after the needs of tailers and protect them against stocking, as well as under-st They give you a good profit and hand, and, being a big concern can help you when the little fello —or won't.



Now Is the Time to Buy

If your business keeps two or more horses busy, there's just one reason why you are not using an

International Motor Truck

You don't know what it will do for you!

That's true. If you knew how much actual cash it saves, you would buy an International Motor Truck, because you could hardly make a better paying investment. If it added only twenty-five cents a day to your net profits—that would be better than 8 per cent. interest on the price of a Model E.

That is not all it does, by any means, but that should be enough to interest you, a business man. Write for our complete figures on motor truck saving, or, better yet—see the trucks themselves. There are three good models at the lowest prices ever made on trucks of this quality and capacity.

E —1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F —2000 pounds capacity, internal gear drive (chassis) $1500

Is it any wonder that over 13,000 successful business men use and boost for the International Motor Truck? It makes money for them. A line to the address below will bring you figures showing what you may expect an International to do for you.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

105 Harvester Building **CHICAGO U S A**



Thousands of women have learned the convenience of KNOX ACIDULATED GELATINE No. 3 with its extra envelope of lemon flavor in the package. You'll find they'll buy it readily at all seasons because it saves money when fresh fruits are high in price, and saves time and trouble even when fresh fruits are cheap.

Make a good display of KNOX GELATINE—
lots of good material free if you write us

"THE LARGEST SELLING GELATINE IN THE UNITED STATES"

CHARLES B. KNOX COMPANY, Inc. . Johnstown, New York

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage? MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer. J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.
ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.
C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.
L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.
HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.
P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.
EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off retail list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 142.

50 cases 12-oz. A. P. W. Full Weight Brand toilet paper, 100 rolls to a case, $6 case.

10 cases Picnic California Apricots, 85 cents doz.

15 cases Indian Cornstarch, 75 cents doz.

50 cases Sano Cleanser, 4, $2 case.

15 cases ½-lb Yellow Tail Fish, 75 cents dozen.

20 cases assorted Nesnah, 60 cents doz.

25 cases No. 2 Red Cherries, 75 cents doz.

15 cases No. 3 New York State Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 cents doz.

200 Egg Crates, at low price.

20 gross Sanitary Jar Caps, 50 cents gross. WITMAN BROS.,
40 N. Tenth St., Harrisburg, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.
"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, by the American Sales Book Co Elmira, N. Y., in good condition; a Filing Box for sales slips, which with it. Cost new, $85; will sel $15 cash, f. o. b. Freehold.
CHAS. MOUNT & Co
91 Throckmorton St., Freehold,

Offer No. 145.

Have for sale a half-horse p direct current electric motor, con with Cutler-Hammar speed contr all in perfect condition; price only

Also a 4½-horse power gas e complete with new gas bag, spark etc., at $30, for quick sale.
J. S. PETER
415 Curtin St., South Williamspor

Offer No. 146.

One $350 check-throwing, total a National cash register; has d banks of keys, one of which ca used for stamps if desired; in us years and for sale on account of cl store in which used; perfect order One Acme style delivery push ca perfect order; cost $30, used 2½ y sell for $12; made by Fischer & wagon builders, Twelfth and Col avenue, Philadelphia.

Either of these articles can be at 1901 Orthodox St., Frankford, delphia.

Important Notice to those Adver in the Exchange Departmen

If the goods advertised do not after four weeks, will the owner k notify us, so that the offer may b continued? We desire to keep th partment as clean and fresh as pos and if goods don't move in four w they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "M Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten c postage to pay for remailing the same. The price of each insertion is two cents per word in advan

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

WANTED.—At once, a practical grocer, one that is in the business now and fully understands the trade, married, not under 30 years of age; permanent position, with prospects of becoming partner. Do not answer except willing to locate in Reading. Adress J. H. Cassel Co., Reading, Pa. 18

FOR SALE OR RENT

STORES.

FOR SALE.—General country store property and stock about $7,500, doing a business of $25,000 per year on stock of less than $4,000, with two men and light helper. A rare chance; in rural district; convenient to churches, schools, railroad, etc. No huckster routes; no books. Can be increased $5,000 without much effort. Buildings new. Address "M. K.," care "Modern Merchant and Grocery World." 18

FIXTURES.

FOR SALE.—One four-burner Humphrey outside lamp; used but one month; in perfect condition and guaranteed; cost $9, will sell for $5. Address Daniel R. Roth, 406-08 N. Sixth St., Rea Pa.

FOR SALE.—Refrigerator, in condition; size 7 x 7 x 10 feet l price $50. Address Fred. C. Be 8000 Frankford Ave., Philadelphia.

FOR SALE.—Practically new Nat cash register, registering from 1 ce to $3; total adder. Obtained it w bankrupt stock and not registered $300 total. Cost $50, will sell for Address J. H. Herr, Ephrata, Pa.

WANTED

WANTED.—Wideawake merchant install our patented store fixture a heater; sell twelve pounds pea daily; make $814 yearly profit; see advertisement in this issue. Origin Mfg. Co., 302 Broadway, New York

WANTED.—I would like to buy following second-hand, but in good dition: One electric coffee mill; micrometer scales, ten or five pou and several floor cases. Address P Shellenberger, Willow Street, Pa.

MISCELLANEOUS

WANTED.—Mr. Manufacturer, if have a quality article and wish to distribution in Rochester, N. Y., vicinity, write me. A. N. Bateman Cornell St., Rochester, N. Y.

This Space Reserved

for

C. Wilkinson's Sons

Whenever you refuse to handle a nationally advertised product—if it is worthy and fairly profitable to you—you are refusing the greatest aid to a profitable business which a dealer can possibly have, viz.: the creating of a demand by somebody else.

Don't forget that. Every consumer whom a manufacturer's advertising interests in a product is so much money saved and made for you.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
J. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, OCTOBER 16, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresb Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Condensed Milk
Evaporated Milk
Cheese
Eggs
Flour
Mackerel
Fresh Fish
Lard and Compound, Swift's
Compound Lard

DECLINES.

Provisions

—1—

SUGAR.

	Barrels.
Cut Loaf	8.30
Eagle Tablets	9.15
Crystal Dominoes, 24 5-lb. pkgs	10.15
" 60 2-lb. pkgs	10.15
Patent Cubes	7.65
Confectioners' Lozenge	7.30
Powdered	7.25
Fruit Powdered	7.15
Dessert and Table, 2-lb. cartons, 48 lbs.	7.45
Granulated, fine or standard, McCahan	7.20
" " Franklin	7.20
" extra fine, bbls	7.15
" " 2-lb. bags	7.55
" " 5-lb. bags	7.55
" " 10-lb. bags	7.45
" " 25-lb. bags	7.45
" " 100-lb. bags	7.15
" coarse	7.30
Confectioners' Crystal A	7.15
A Confectioners'	7.05
A No. 1	7.00
A No. 2	6.95
Franklin B	6.80
Extra C	6.55
C	6.40

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ¼ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, In 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins ... per doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins ... per tin 1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins ... per tin 2.70

—2—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Llpton's Tea, 25 and 50-lb. cases—			
Dollar Tea	.71	.72	.73
Ceylon and Indla, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ... per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ... per doz.	.75
Mica, ¼ gross ... per gross	8 50

BAKING POWDER.

	Per case
Rumford Yeast Powder—	
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz ... per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans ree	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocba Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¾
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	.....
Tomson-Hummels, tin, ½ gross ... per gross	2.60
" imp., ½ gross ... "	2.15
Floto's, improved, ½ gross ... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—
Creamery specials
" extra, 60-lb. tubs
" first, " "
" second, " "
" third, " "
" dairy, extra, bakers' use, 30-60 lbs. .30
" 5 and 10-lb. rolls, 60 and 100-lb. boxes

Print Butter—
Prize
Gurnse, lbs. and ½ lbs.
Awltru
Honebe
Star or S. D., 1 lb., 20-50 lb. bozes
B. B., E. D., 20-50 lb. boxes
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes
Sheaf ("400"), Elgin, 20-50 lb. boxes
Sheaf
White Rock

CANDLES.

P. & G., 8s, 30 lbs
" 16s, 30 lbs
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
Searcblight, hotel, 16s, 30 lbs
Peerless, hotel, 16s, 30 lbs.
Bright Light, 16s, 30 sets to box ... per box

JARS AND JAR RUBBERS.

Mason's—
Half gallons
Quarts
Pints
Jar Rubbers—
Double lip, wide, 1 doz. cartons
Single lip, wide, 1 doz. cartons
Acme, wide, 1 doz. cartons, 5 gross boxes
" medium, 1 doz. cartons, 5 gross boxes

Lightning, pure rubber, bulk
Reliable, white rubber, wide
" " medium
Black rubber, medium

25-lb. lots 1 cent per lb. less.

Jar Tops—
½-gross boxes, no rubbers
Jelly glasses, fluted, bbls. 24 doz ... per doz.

CATSUP.

Snlder's—
16 oz., 2 doz
8 oz., 2 doz
Ritter's—
Tomato. ½ pint, 2 doz
Tabasco, ½ pint, 2 doz

KETCHUP.

Curtice's "Blue Label," Tomato—
Small, 25 bottles
Medium, 25 bottles
Large, 12 bottles

—5—

CANNED GOODS.

Beans—	
er's	1.00
M., No. 2	1.20
pbell's, 16 oz., tomato sauce or Boston le ..... per case	.....
er's, No. 2	1.40
Camp's, No. 2	1.40
kshank's, No. 2	1.35
z's, No 2	1.40
s Head, No. 3	1.45
ory, No. 1	.....
oes—	
dard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
Beans—	
dard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
y, small, No. 2	1.65
Beans—	
dard, New York, No. 2	1.10
a fancy, New York. No. 2	2.00
y, New York, No. 2	1.50
dard, Maryland, No. 2	.60
idney Beans—	
dard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
dard, New York, No. 2	.90
y, New York, No. 2	1.00
dard, Maryland, No. 2	.85
" Maine, No. 2	1.25
y, Maine, No. 2	1.25
Peg, No. 2	.85
ge grain, No. 2	.....
dard, New York, No. 2	1.15
d, New York, No. 2	1.50
a sifted, New York, No. 2	2.00
dard, Southern, No. 2	.85
d, Southern, No. 2	1.00
a sifted, Southern, No. 2	1.40
dard, Indiana, No. 2	.85
d, Indiana, No. 2	1.00
a sifted, Indiana, No. 2	1.40
dard, Wisconsin, No. 2	1.10
d, Wisconsin, No. 2	1.40
a sifted, Wisconsin, No. 2	2.00
dard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ash—	
dard, New York, No. 2	1.00
y, New York, No. 2	1.25
dard, Maryland, No. 2	.95
y, Michigan, No. 2	1.20
gus—	
ll, No. 2½	2.00
ium, No. 2½	2.20
ge, No. 2½	2.50
, No. 1	2.25
kins—	
dard, New York, No. 3	1.00
" New Jersey, No. 3	.85
h—	
dard, Maryland, No. 3	1.05
Kraut—	
dard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

ots—	
ra, No. 3	2.75
No. 2½	2.25
ra Standard, No. 2½	1.90
dard, No. 2½	1.75
tt Pears—	
ra, No. 3	.....
No. 2½	2.50
ra Standard, No. 2½	2.30
dard, No. 2½	2.15
Cherries—	
ra, No. 3	.....
No. 2½	2.90
ra Standard, No. 2½	2.75
dard, No. 2½	2.40
es, Lemon Cling, Sliced—	
ra, No. 3	2.95
No. 2½	2.00
ra Standard, No. 2½	1.75
dard, No. 2½	1.50
es, Lemon Cling—	
ra, No. 3	2.95
No. 2½	2.00
ra Standard, No. 2½	1.75
dard, No. 2½	1.50
es, Yellow Crawford—	
ra, No. 3	2.80
No. 2½	2.00
ra Standard, No. 2½	1.70
dard, No. 2½	1.40

Eastern Canned Fruits.

s—	
w York State, No. 3	.90
" " No. 10	2.75
berries—	
yrup, No. 2	1.35
ater, No. 2	.....
es—	
te Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
es—	
le, No. 3	1.35
nds, No. 3	1.15
No. 3	.85
llett, Extra Standard, No. 2½	2.00
er, syrup, No. 3	1.25
" water, No. 3	.90
vy syrup, No. 2½	1.25
it syrup, No. 2½	1.00
rries—	
ne, in water, No. 2	1.40
berries—	
a preserved, No. 2	1.80
served, No. 2	1.60
ater, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

Crabs, with shells—	Per doz.
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Ollve Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " bigh oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	23.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, ollve oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¾s, 48	3 60
Continental, ¾s, key, 48	3.15
Irma, fancy, ¾s, 50	3.80
Gold Label, ¾s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¾s, 50	4.50
Pickert's, Crown brand, ¾s, 48	4.00
" Columbias, ¾s, 48	3.00

CANNED MEATS.
Corned Beef.

Armour's—	Per doz.
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	2.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.55
" No. 1	6.25
Turkey, No. ½	3.55
" No. 1	6.25
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—			
Readymaid Concentrated Soups—			Per doz.
Twelve varieties, 10½ oz., 4 doz			.90
Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95
Armour's—			Per doz
All kinds, No. 1, 4 oz			.90
Campbell's, No. 1s, 10½ oz., 4 doz.—			Per case
Tomato			3.80
Other kinds			3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—	Quarts.	Plnts.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb ..... per lb.	.21
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ¼-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ½s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅜s, 6 lbs	.27
Hersbey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ½-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32

60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	4.75
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.69	¼ lb	.57½
½ "	.83	½ "	.69
1 "	1.11	1 "	.92½
2 "	1.47½	2 "	1.23
3 "	1.75½	3 "	1.46
4 "	2.17	4 "	1.81
5 "	2.49½	5 "	2.07½
6 "	3.04½	6 "	2.54
7 "	3.32½	7 "	2.77
8 "	3.55½	8 "	2.96
10 "	4.01½	10 "	3.34½
11 "	4.57	11 "	3.81
12 "	4.71	12 "	3.92½
14 "	5.95½	14 "	4.96½
16 "	6.37	16 "	5.31
20 "	7.15½	20 "	5.96½
25 "	7.89½	25 "	6.58
30 "	8.45	30 "	7.04
35 "	9.79	35 "	8.15½

Manilla— All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.65
20x30, "	1.40
24x36, "	1.80

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good quality, 200 rolls	

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.22

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.72	.62
½ "	10M	.87	.76
1 "	8M	1.19	1.00
2 "	6M	1.54	1.28
3 "	5M	1.81	1.56
4 "	4M	2.31	1.90
5 "	3M	2.58	2.18
6 "	3M	3.05	2.67
8 "	2M	3.71	3.13
10 "	2M	4.05	3.52
12 "	2M	4.81	4.07
14 "	1M	6.16	5.11
16 "	1M	6.55	5.45
20 "	1M	7.37	5.60
25 "	1M	8.11	5.90

Flour Sacks, satchel bottom— Majestic Extra Heavy	Plain per 100
12½ lbs., ⅛ bbl	.55
24½ lbs., ¼ bbl	1.03
49 lbs., ½ bbl	1.87

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No. 2, Manilla, light weight—	Per lb.
12 in. rolls	.05⅛
15 "	.05⅛
18 "	.05⅛
20 "	.05⅛
24 "	.05⅛

Silk Fibre, No. 1—	
9 in. rolls	.05¾
12 "	.05¾
15 "	.05¾
18 "	.05¾
20 "	.05¾
24 "	.05¾
30 "	.05¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.85
" 2 doz	3.45
Challenge, 4 doz	5.05
Magnolia, 4 doz	5.65
Dime, 4 doz	4.25
Baby, 1 doz., glass	2.10
Peninsular, 4 doz.	5.15
Star, 4 doz	5.65

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.25
" " small, 6 doz	3.25
" " family size	3.90
Silver Cow, small, 6 doz	3.25
St. Charles, small, 6 doz	3.25
" tall	4.25
" confectioners' size	4.25
Pearl, tall	4.25
" small, 6 doz	3.25

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09

	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18

Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

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Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls.	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" loaf,	less	
Sap Sago, 3 to lb	cask, per lb.	
" less than cask,	"	
Roquefort	12 in case,	
" less than case,	"	
Parmesan, about 30 lbs	loaf,	
" less than loaf,	"	
Edam, 12 in case	case	
"	single	
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium,	"	
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	
" No. 1	less than loaf	
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.19
" No. 1	less than ½ box	.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4 50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolfi 's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight,	per lb.	
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.35
Milkers, Y. M	"	1.50
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		12.75
Milkers, " bbls		
" " ½ bbls		

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Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb.
Matjes Herring	piece

Bismarck Herring.

Round tins, with key, pint	per doz.
" " quart	per tin
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz
Original package	per ½ bbl
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz
" ½-lb tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg
" pint jars	per doz
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per doz
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl
15-gal. kegs, about 500	per keg
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long C

60-gal. casks	per cask
48-gal. bbls	per bbl
10-gal. kegs	per keg
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vineg

Mixed Pickles and Chow-Chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs	per bag
Green Kern	per lb
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz
" Club, 2 doz	"
Red Edam	each
Philo Cream, 1 doz. 10c. size	per doz
Elkhorn Pimento, 1 doz	"

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

d Staple Paste, 5-lb. cans.....per lb.	.33
vies, in oil, 6 ring bottle.....per doz.	6.50
" 3 ring bottle..... "	3.25
, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case .. "	.....
" small, 24 to case..... "	.....
es in Maraschino, glass, 1 doz.. "	7.00
Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
Peas, extra fine .....per case	21.00
n's Irish Oatmeal—	
cans.....per doz.	3.35
cans.....per tin	.70
. cans ..... "	1.65
y & Palmer's Biscuit, packed 7 and 5	
. in a can—	Per lb.
Beurre.....	.33
ier.....	.42
kfast.....	.42
epper, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
tone jars, 4 doz.....	1.75
ore Marquett Mushrooms—	Per case
choice.....	41.00
ice, 100 tins.....	39.00
el, 100 tins.....	36.00
es—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
os, pickled, small size.....	.90
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
lized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
Juice, Rose's..... "	5.00
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
ranco-American Food Co.—	Per doz.
hs for invalids, all kinds, ½ pints, 4 doz.	1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—	
tin, 100 cubes.....	1.70
" 50 cubes.....	.90
doz. tins, 12 cubes each	2.75
o Clam Bouillon—	
z. bottles, 1 doz.....	2.00
z. bottles, 1 doz.....	3.75
o Tomato Bouillon—	Per doz.
bottles.....	6.00
rt bottles	9.00
on jugs.....each	2.75
's Oxo Cubes—	Per doz.
s, 100. size.....	.85
os, 25c. size.....	2.00
s, 100 cubes.. .....per 100	1.65
ir's Beef, Clam and Chicken Cubes—	
ll boxes, 12 cubes, 1 doz.....	2.50
ium boxes, 50 cubes .....per tin	.90
ge boxes, 100 cubes..... "	1.70
ir's Concentrated Bouillon—	
, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
ir's Tomato Bouillon—	
les, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
cy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

ir's Solid Extract of Beef—	Per doz.
, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
ir's Fluid Beef Extract—	
les, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
ta	9.50
Midas	9.95
Medal	9.35
urne	9.50
p	9.75
ury's Best.....	9.50
r Idem	7.95
of the West.....	7.85
am	7.75
r.....	9.05
eal.....	8.05
White	9.50
er's Best.....	9.05
n Imperial.....	9.25

Prepared Flours.

la Prepared Doughnut, Cake, Ginger-	
ead and Tea Biscuit Flour—	Per case
z. 14-oz.....	1.44
z. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

r's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
Jerry Buckwheat, 36 2s.....	2.60
Pancake, 36 2s.....	2.60
, 18 pkgs.....	1.65
Jemima Buckwheat, 36s.....	3.25
Pancake, 18s.....	1.45
Buckwheat Mixture, 30 10c. cartons.....	2.25
Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.06¾
New York State Marrows, new, bags about 2½ bushel.....	6.00
Pea, fancy, new, bags about 2½ bushel.....	.....
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	3.90
Yellow, split, domestic. 1 bushel bags.....	3.55
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.32½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.35
" " table, 100 lbs.....	2.32½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.....per bag	2.37½
Grits, 100-lb. bags..... "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.85
No. 3, 100-lb. bags.....	3.85
Oatmeal—	
B, bbls.....per bbl.	6.21
B, 100 lbs.....per keg	3.23
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.07½
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¾
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.95
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, steel cut, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, No. 2, white, round, 24s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.65
Saxon Wheat Food, 24s	2.95
Mother's Wheat Hearts, 18s.....	2.15
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.85
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.60
Schumacker XXX Graham, 10 10s-20 5s..	4.05
Scotch Brand Pearl Barley, 24s.....	1.85
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradsbaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	26.00	13.60	7.00	1.55
Fat Irish, No. 3	350-400	25.00	13 10	6.75	1.50
Sum. Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Sum. Irish, No. 5	460-500	20.00	10.60	5.50	1.25
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Shore, round, large.....	9.00	5.10	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Sbad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.	
Halibut.....		-.20
Bass Native		-.09
Salmon, fresb.....		-.18
Eastern Cod		-.12
Croakers		-.08
Large Hake		- 07
Haddock		-.07
White Cat Fish.....		-.15
Red Cat Fish.....		-.12
Spanish Mackerel.....		-.....
Snappers		-.14
Eels		-.12
Rock Fish.....		-.15
Lobsters.....		-.40
Flounders		-.09
Large White Perch		-.14
Sea Bass	.08	-.12
Blue Fish.....	.18	-.20
Porgies.....		-.08
Fresh Mackerel.....		-.35
King Fish		-.10
Weak Fish	.07	-.14
Butter Fish.....		-.10
Tile		-.09

Steak Fish ½c. per lb additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs.	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs.	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, ronnd boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¼
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz.	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per doz.	6.30
Square, Oriental Red, 1 oz., 1 doz., per gross	3.38
" Green, Blue or Violet, 1 oz., per gross	3.38
" Magic Black, 1¼ oz., 1 doz., per gross	3.38
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.38
Letterine, show card ink, 2 oz., all colors, per doz.	.68

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50

	Per doz.
Electric, No. 2	.90
" No. 2, slim	.90
Rochester, No. 2	.90
" No. 2, 12 inch	1.50
Success, No. 1, 10 inch	.90
" No. 1, 12 inch	1.25
No. 0, Tubular Lantern Globes .....5 doz.	3.00
Cold Blast .....5 doz.	3.75

	No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.	.75	.85
" dec., ... "	.90	1.00

	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

Atmore & Son—	Per lb
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70

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Armour's—	Per doz.
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Molst—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.....
35 and 18-lb. tubs	.....

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	29.50
½-gal. tins, 10 gal.	28.00
1-gal. tins, 10 gal.	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.75
¼-gal. tins, 10 gal.	27.50
½-gal. tins, 10 gal.	26.00
1-gal. tins, 10 gal.	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 12 to case	3.90
Half-gallon, 12 to case	6.85
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Medium, 12 to case	4.80
Large, 6 to case	4.80
5 Gallons, 2 to case	.....
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

	Pe
Large, 1 doz	
Medium, 2 doz	
Small, 2 doz	

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	Pe
Jumbo	
Fancy, hand picked	
Big Nickel.....100 cartons	

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	1
10-gal. keg, 1300s	1
5-gal. pail, 650s	
16-gal. keg, 3600s	1
10-gal. keg, 2200s	1
5-gal. pail, 1100s	
16-gal. keg, 5000s	2
10-gal. keg, 3000s	1
5-gal. pail, 1500s	
16-gal. keg, 7500s	2
10-gal. keg, 4500s	1
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	1
32-gal. bbl., 1200s	1
16-gal. keg, 600s	
45-gal. bbl., 2400s	1
32-gal. bbl., 1600s	1
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	2
32-gal. bbl., 2400s	1
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	

VINEGAR.

	Pe
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distilled, white.....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	28
Jersey Pork, butt.....per bbl.	28
" family..... "	29
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs.....per lb.	
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Shoulde Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per
2 doz. 26-oz. cans	3
3 doz. 12-oz. cans	2

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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ure Lard—
, 50 lbs. net weight.....per lb. .17
, net..... " .16¾
10 tins.....6 in crate 10.80
5 tins.....12 in crate 10.87
3 tins.....20 in crate 10.95
und— Per lb.
es and tubs, about 340 lbs ..... .12⅞
. tubs..... .13
. tin pails, 60 lbs..... .13
" 60 lbs..... .13⅛
" 60 lbs..... 13¼

DRESSED MEATS.

ressed Stock— Per lb.
rs..... .11 -.15
ers..... .10 -.13½
s..... .08 -.12½
Calves..... .14 -.16
a Calves..... .... -.18
herns and Barnyards..... .11 -.13
try Dressed..... .14 -.15
as..... -.17
p..... .14 -.15
a Wethers..... .... -.16
bs..... .16 -.17
2 Lambs..... .... -.18
s..... .... -.14½

BUTCHERS' SUNDRIES.

Steer Tongues.....each ..... -.80
ongues..... ..... -.60
eads, scalded..... .50 -.75
reads, veal.....per pair .75 -.80
" beef.....per lb. .25 -.30
ivers..... " .25 -.30
Kidneys.....per doz. 1.25
ivers..... .10
.....per doz. 1.20
, beef.....per lb. .05
beef..... 16.00
loin, beef, western..... .22
Pork, loins, elty..... .20
" western..... .19

DRESSED POULTRY.

rs— Per lb.
en, Young hens and toms..... .34 -.36
Old toms..... .30 -.32
Common to good..... .20 -.25
h killed..... .30 -.32
s—
delphia, fresh killed, 2 to 4 lbs.
pair..... .32 -.34
-by, fresh killed, 2 to 4 lbs. per
r..... .32 -.34
en, 3 to 4 lbs. per pair..... .32 -.34
ng Chicks—
lbs. each..... .27 -.30
½ lbs. each..... .24 -.25
—
h killed, 4 to 5 lbs. each..... ..... -.25
" 3 to 3½ lbs. each..... ..... -.23
cks..... ..... -.18
sland Ducks, fresh killed..... .24 -.25
— Per doz.
e, fancy, large..... 5.75 -6.50
d..... 3.00 -4.00
l and dark..... 2.00 -3.00

LIVE POULTRY.

Chicks— Per lb.
o 2 lbs. each..... .20 -.22
e..... .20 -.22
..... .21 -.22
cks..... ..... -.15
—
ig..... .17 -.18
..... .14 -.15
rs..... .24 -.26

RESERVES, JELLIES, JAMS AND MARMALADES.

— Per doz.
er's, pure, assorted and grape..... .95
" " currant..... 1.35
mmel's, 8-oz. tumblers..... .90
onal, 16 oz., 2 doz..... .95
" No. 3 F. T. tin, 2 lb 6 oz. net.... 2.15
ves— Per lb.
r's, pure, 11½-oz. bottles..... 1.85
mel's, pure, 12-oz. jars, 2 doz...per doz. 1.75
onal, 30-lb. pails..... .10¼
hwark, 30-lb. pails..... .07½
nmel's, pure, 10-oz. jars, 2 doz..... 1.45
rwark, assorted, jars, 2 doz ..... .95
: Marmalade—
ley's, imported, 4 doz 2.10
nmel's, pure, 2 doz 1.60
Butters— Per doz
e, Southwark, 30 lbs..... per lb. .04½
Ritter's, 11-oz. octagon..... ..... .95
Schimmel's, 30-lb. pails.....per lb. .07½
" 3-lb. slip cover tins, 1
1 doz .....per doz. 3.25
" 2½-lb. stone jars, cloth
top, ½ doz...per doz. 3.25
" 40-oz. stone crock, glass
top, ½ doz...per doz 3.50
Mother Cook's, No. 14, 2 doz....doz. .85
h, 30-lb. pails.....per lb. .....

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum.....per lb. .15
Butter Color, W. & R.....per doz. 2.00
Bluestone, bulk.....per lb. .16
Copperas..... " .04
Camphor, gum, 1-oz. blocks..... " .75
" flakes, 250-lb. bbls..... " .14
" " less quantity..... " .15
" Tar Balls, 250-lb. bbls..... " .14
" " less quantity..... " .15
Castoria, Fletcher's.....per doz. 2.80
" Pitcher's..... " .80
Carbonate of Ammonia.....per lb. .15
Epsom Salts, bbls..... " .03
Glauber Salts..... " .02½
Glue, ordinary..... " 11
" white..... " .20
Gum Arabic..... " .50
Haarlem Oil.....per doz. .40
Husband's Magnesia..... " 2.90
Jamaica Ginger, Hires', flasks..... " .90
Licorice, P. & S., 5c. stick, imported. " .36
" M. & R., 5-lb. boxes.....per lb. .23
" " lozenges, 5-lb. boxes " .27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes " .24
" root..... " .12
Putty, 25-lb. cans.....per 100 lbs. 1.57½
" 50-lb. cans..... " 1.47½
Petroleum Jelly, screw top, 5c. size ...per doz. .35
" " 10c. size ... " .75
Paris Green, 100-lb. kegs.....per lb. .34½
" ¼-lb. pkgs., 50 lbs..... " .39
" ½-lb. pkgs., 50 lbs..... " .38
" 1-lb. pkgs., 50 lbs..... " .37
Rosin..... " .04½
Roach Powder, BB, 4-oz. cans..... 2.00
" " 10c. size.....per doz. .80
Roachsault, 10c. size..... " .80
Saltpetre, crystal, about 350-lb. bbls.....per lb. .30
" granulated, about 100-lb. kegs " .30¾
Sulphur, flour, 175-lb. bbls.....per 100 lbs. 2.60
" 100-lb. bags.....per lb. .02¼
" less quantity..... " .03
Venetian Red..... " .02
Whiting..... " .02

Goff's— Per doz.
Cough Syrup, 25c. size..... 2.00
Herb Bitters, 25c. size..... 2.00
Oil Liniment, 25c. size..... 2.00
Kidney Pills, 50c. size..... 4.00
Worm Syrup, 25c. size..... 2.00
Herb Pills, 10c. size..... .80

Iron Glue, McCormick & Co.—
No. 5..... .45
No. 10..... .85
Tube V..... .85

McCormick & Co., Bee Brand—
Insect Powder, 25c. size..... 2.00
" BB, 10c. size..... .85
Root Beer..... .85
Talcum Powder..... 1.50
Triangular Quiniue..... 2.00
Quinine Capsules..... 1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz. 4.25
" " 18 oz..... " 8.50
Bath Brick, 25 in box.....per box .60
Sealing Wax..... " .03
Silver Sand.....per bbl. 1.20
Tar, pts.....per doz. .....
" qts..... " .....
" gals.....each .....
" ½ bbls..... " .....
" bbls..... " .....

McCormick & Co—
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case 4.50
U. S. Nerve and Bone Liniment, 25c. size... 2.25
McCord's Magic Medicine, 25c. size..... 2.00
" " 50c. size..... 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
" " 50c. size 4.00
Reliable Brand Headache Powders, 10c. size .80
Borax, 20-Mule Team—
48 1-lb. cartons..... 5.20
72 10-oz. cartons..... 5.20
96 ¼-lb. cartons..... 3.40

Borax.

Powdered, bulk..... Per lb. .12
Lump, bulk..... .11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs..... 3.40
5-lb. pkgs., 60 lbs..... .08⅞

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.
Vanilla, No. 2 size..... .90
" No. 4 size..... 2.25
Rose, No. 2 size..... 1.25
" No. 4 size..... 2.75
Pistachio, No. 2 size..... .90
" No. 4 size..... 2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size .90
No. 4 size 2.25
Lemon, No. 2 size..... .90
" No. 4 size..... 2.00
Orange, No. 2 size..... .90
" No. 4 size..... 2.00

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Crescent Manufacturing Co., Seattle Per doz.
Mapleine Flavoring, ½ oz..... .90
" 1 oz..... 1.75
" 2 oz..... 3.00
" 4 oz..... 5.25
" 8 oz..... 9.00
" pints..... 16.50
" quarts..... 30.00
" ½ gallons.....each 5.00
" gallons.....each 9.50

Sauer's Flovoring Extracts—
No. 2, Lemon..... .90
No. 2, Vanilla..... .90
No. 2, Rose..... 1.20
No. 2, assorted..... .90
No. 3, Lemon..... 1.25
No. 3, Vanilla..... 1.50
No. 4, Vanilla..... 2.25
No. 4, Lemon..... 2.00
No. 2, assorted cases.....per gross 10.80
Nos. 2 and 4, assorted cases..... " 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Vlolet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.
Shinn & Kirk's Liquld Rennet..... 1.50
Hansen's Junket Tablets, 3 or 1½ doz..... .80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal. .....
" ½ bbls., 28 gals.....per ½ bbl. .....
" kegs, 14 gals.....per keg .....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs..... 2.75
" boxes, 20 pkgs..... .60
Gee Whiz, 100 pkgs..... .60
Fleer's Chiclets, 3 lbs. bulk..... 1.23
Spearmint, 20 pkgs., 100 pcs..... .60
Doublemint, 20 5c. pkgs..... .60

MINT TABLETS.

Certified Products Co.—
Peppermint "Smiles," display cartons, 18 5c. pkgs..... .50
" " half case, 6 cartons 2 85
" " full case, 12 cartons 5.50

RICE.

B. Fischer & Co's Package Rice—
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons.. .06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more.. .05¾
Seaboard Rice Milling Co.—
Comet Unkoted, 1 and 2½-lb. cartons, sterilized..... 7.00
Comet, natural brown, 1-lb. cartons, sterilized..... 7.00
Comet Cereal, 1-lb. cartons, sterilized..... 7.00
Sola Japan Unkoted..... 6.25
Dykeland, uncoated, No. 1 cartons..... 6.25
D. S. & H. Craig, Inc.—
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons..... .06½

SALT.

Worcester—
Barrels, contain 280 lbs..... 2.65
" 60 5-lb. bags..... 4.00
" 22 14-lb. bags..... 3.75
" 30 10-lb. bags..... 3.75
" 115 2½-lb. bags..... 4.00
Irish Linen, 250-lb. bags..... 2.60
" 56-lb. bags..... .65
" 28-lb. bags..... .35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list..... 3.15
Pretzel, 280-lb. bbls..... 2.50
" 180-lb. sacks..... 1.65
Packing, 70-lb. cotton bags..... .50
" 140-lb. cotton bags..... .95
New Ivory, 24 large cartons to case..... 1.60
Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case
Durkee's, large, 1 doz..... .....
" small, 2 doz. ½ pints..... 2.40
Schimmel's, small, 2 doz.....per doz. .90
My Wife's, large, 1 doz..... 1.50
" small, 2 doz..... .90

SAL SODA.

Barrels, 400 lbs.....per 100 1.35
Kegs, 150 lbs.....per 100 1.45
Granulated, 60-lb. boxes.....per box 1.10
" Monogram Brand, 24 2½-lb. pkgs.....per case 1.10

SAUCES.

Lea & Perrins'— Per doz.
Worcestershire, small..... 2.75
Worcester, Campbell's, No. 8, 2 doz..... .90
North of England, No. 8, 2 doz..... .82½

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SODA—BI-CARB.

Per lb.
Babbitt's, ¼s, 25 lbs..... .05½
Arm and Hammer, 1-lb. pkgs., 36 lbs..... .05
" ½-lb. pkgs., 36 lbs..... .05½
" ¼-lb. pkgs., 36 lbs..... .06
" ½ and ¼-lb. pkgs., 36 lbs... .05½
" 1, ½ and ¼-lb. pkgs., 36 lbs. .05¼
Dwight's, 1-lb. pkgs., 36 lbs..... .04⅞
" ½-lb. pkgs., 36 lbs..... .05⅛
" ¼ and ½-lb. pkgs., 36 lbs..... .05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs..... .05¼
112-lb. kegs..... .02¾
Bi-Carb, bulk..... .03½

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz. 2.30
Charles E. Hires Company—
Hires Household Extract, for making root-beer at home, 1 doz..... 1.60
Hires Carbonated, pints, 2 doz..... 2.00
" Ginger Champanale, 50 pints..... 8.00
Welch's Grape Juice—
Quarts, 1 doz..... 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
4 oz., 6 doz..... 4.50
Half-gals., 8 bottles..... 4.50
2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.
Schuhle's Grape Juice—
Quarts, 1 doz..... 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.— Per doz.
Individual..... .90
1 lb..... 3.00
2 lb..... 5.00
3 lb..... 7.25
Richardson & Robins'—
Round conical, with key, No. 1, 1 doz..... 2.25
" " No. 2, 1 doz..... 4.20
Atmore's Philadelphia, seedless—
Individual, 2 doz..... 1.90
Cans, No. 1, 1 doz..... 2.40
" No. 2, 1 doz..... 4.40
" No. 3, ½ doz..... 3.45
" No. 4, ½ doz..... 4.55

STOVE POLISH.

Per gross
Enameline Paste, small, ¼ gross..... 5.00
" " large, ¼ gross..... 9.00
" Liquid, large, ¼ gross..... 7.50
Mason's Challenge Paste, boxes, ¼ gross..... 5.00
Electric Paste, ½-gross boxes..... 4.50
Rising Sun.....per gross 8.00
Sun Paste, 5c. size..... 5.00
" 10c. size..... 9.00
X-Ray Stove Polish— Per gross
Small..... 5.00
Large..... 9.00
½ doz. free in each ¼ gross box
Vulcanol— Per gross
5c. size..... 5.00
10c. size..... 9.00

FLOOR POLISH.

O-Cedar— Per doz.
4 oz., 6 doz..... 3 00
12 oz., 6 doz..... 6.00
Quarts, 1 doz..... 12.00
Half gallon, 1 doz..... 18 00
Gallon, ½ doz..... 30.00
Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box 2.75
Kleenatub.....¼ gross 2.50
Electro Silicon, 1 doz.....per doz. .85
Putz Liquid, large, 3 doz..... " 1.50
" small..... " .75
Putz Paste, large..... " .65
Old Dutch Cleanser, 4 doz.....per case 3.40
" " 5-case lots..... " 3.30
Babbitt's Cleanser, 5c. size.....100 cans 3.85
" 5c. size.....50 cans 1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons..... 1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz..... 2.50
Imperial Cleanser, 12s.....per doz. .45
Queen Anne Scourer, Lautz, 30 cans..... 1.80
" " 60 cans..... 3.60
Sunbrite Cleanser, Swift, 50s..... 1.95
Red Seal Cleanser, 4 doz..... 1.75
Bon Ami Powder, 3 doz..... 2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans.. 1.60

Orona Soap and Cleanser— Per doz.
No. 1, 10c. size..... .85
No. 2, 15c. size..... 1 20
No. 4, $1 size..... 8.40
No. 5, $2 size..... 16.80

Orono Alumishine—
No. 1, 10c. size..... .85
No. 2, 25c. size..... 2 00

SCOURING SOAPS.

Per box
Young's, 16 oz., 48s..... 1.80
Brooks' Crystal, 100s..... 3.80
Day's Flint Polish, Day & Frick, 36s..... 1.50
Mineral, Wrigley, 100s..... 3.50
Sapolio, E. Morgan, 36s.....per gross 9.00
Bon Ami, 36 10c. cakes..... 2.50
Sta-Brite, 72 cakes..... 3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.40
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 45
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.40
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box, gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs, 200 cakes	4.00
" " " 50 pkgs, 100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

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Snow Maid Scourer, 60 cans	2.40
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.40
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04½
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¼
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.92
" " 48 5c. pkgs "	1.84
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03¾
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, hulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06¼
" 16 3-lb. cartons	.06¼
" 6-lb. boxes	.07¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5 00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50-lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

	Per doz.
Clothes Lines—	
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	3.20

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz.	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	1.96
No. 2½, 2 doz	2.58
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.95

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MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WARE

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz. "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, October 23, 1916. No. 17

For the great majority of business failures there was never any excusing reason. Sometimes it was unfortunate conditions beyond the merchant's control, but very, very rarely. Often he should never have gone in business there in the first place.

A Fifth Plan to Make Retailers Better Merchants Has Appeared, Emanating From the Associated Advertising Clubs of the World.

A New $20,000,000 Chain Store Enterprise Appears and Will Establish One Thousand Stores to Sell Merchandise of All Descriptions.

Drug Houses' One-Cent Sales Are Putting Thousands of Small Town and Suburban Druggists in the Grocery Business. Sample Sale Held October 19th, 20th and 21st Sold Tea, Coffee, Jam, Olives, Cocoa, Peanut Butter, etc.

NEW LARGE

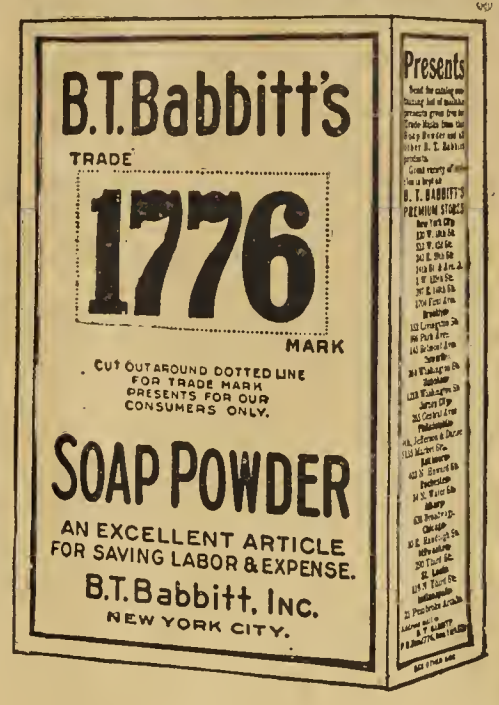
Pound Package

ONLY 5 CENTS

To the Consumer

The New Package of

Babbitt's 1776 Soap Powder



has every feature in its favor to make it the biggest and fastest seller you ever handled. It's a pure soap powder of wonderful cleansing power, and means "Freedom from Drudgery" for the housewife. The big pound package that costs only 5 cents is the biggest moneysworth she can buy, and that pleases her. The Trade Marks are good for beautiful and useful presents. If you'll keep 1776 Soap Powder on display and mention its features to customers, you'll find it easy to put a few packages in every order.

B. T. BABBITT, Inc.

NEW YORK CITY

A Hundred Thousand Strong

That's the size of the army that every year passes through the Home of

Shredded Wheat

It is an army that inspects every detail of its manufacture from the whole wheat grain to the crisp, golden brown Biscuits of whole wheat. This army of "advertisers" is making business for you. You don't have to "talk" Shredded Wheat to your customers. It is the best advertised cereal food in America. A fair deal for a fair dealer.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.



IT MADE ME TIRED

keeping them from overrunning their credit, smoothing out their grouch, pleasing the suspicious customer, looking after the bookkeeping, worrying over forgotten charges, etc. Our

INDEXED COUPON BOOKS

would have been a great relief. All sizes, for cash or credit business, or both. F. O. B. destination. Inexpensive. Try a hundred, assorted sizes and prove their merits.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES AND LITERATURE FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Don't Sell Unprofitable Wheat Cereals

Every grocer must sell at least one wheat cereal. Some wheat cereals actually cost him money to sell, instead of paying a profit.

Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant AND Grocery World

Published every Monday.

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Fifth Plan to Improve the Retailers' Condition is Launched by the Associated Advertising Clubs of the World

Mammoth Organization of Sixteen Thousand Will Try and Educate Retailers to be Better Business Men for the General Good of Business. Effort is to Have a Lot of Retailers Using the Same System. What the Scope of the Plans Will Be.

The most powerful business forces of the country are working together to help the retailer make a better merchant of himself. Chiefly by improving his method of figuring costs and keeping his accounts, which is the weakest point in the average retail business.

There are at present five separate and distinct movements under way for the improvement of the retailer's condition:—

1—The Department of Retailers' Education, conducted by the National Wholesale Grocers' Association, although nothing tangible has come out of this as yet.

2—The system of keeping retailers' accounts, devised by the Bureau of Research of Harvard College.

3—The system of keeping retailers' accounts, devised by the Federal Trade Commission.

4—The National Mercantile Educational Association—described last week—formed by representatives of fourteen national jobbing associations.

5—A service plan of improving the conduct of any retail business, which has been worked out by the Associated Advertising Clubs of the World.

All of the above have been fully exploited and described in this paper except the fifth, which has just been announced. This scheme is really more elaborate, perhaps, than most of the others. The Associated Advertising Clubs, which has 16,000 members, all men affiliated in some way with advertising, will endeavor to induce a large number of retailers in all staple lines, such as groceries, hardware, shoes, dry goods, jewelry, etc., adopt a standardized cost and accounting system. This is the club's own statement of the reasons:—

> By installing the same system in a large number of stores in each line, so that each of a large number of merchants will have the same facts, it will be possible, through the service department of the Associated Advertising Clubs at Indianapolis, in co-operation with the Business Research Bureau of Harvard University, to compare results in various communities and thus to give a local merchant the advantage of the experience of many other merchants in the solution of his problems.
>
> For several months the preparation of the system has been under way, and while they are all fundamentally similar, there is an individual system for each line of business. They all follow, in a general way, a system for retail jewelers which was worked out, at a very considerable expense, by the Ingersoll watch people. The Ingersoll system is in use by more than 400 retail jewelers and has proved successful, both as a means of giving the retailer daily knowledge of the condition of his business and enabling him to compare his situation and his results with those of many other jewelers in other cities and towns about the size of his own.
>
> Concluding that no man would be without the facts upon which he could diagonise his business troubles without good reason, those who studied the problem looked for a reason why better systems were not in use, and found this was because most systems were burdensome to keep up, and that rather than do all the work necessary, the average retailer, with his other duties to consider, would prefer to take chances instead of attempting to take on such additional work.
>
> It was at this point that the advertising men began to look for simplified records, such as could be kept with an hour or so of labor a day, and such a system was found, with the aid of Harvard University, the Ingersoll people, the national organization of accountants, retailers who had studied the problem, and others.
>
> Records for the shoe and jewelry business were the first worked out. They are ready for service and are being installed as this announcement is written. About the time this will appear in print, systems for hardware, drug and grocery stores will have been completed, and the installation of all five systems will be pushed at one time.
>
> The service of the department will go further than mere bookkeeping information. It will help the dealer solve problems that present themselves from time to time as a result of the keeping of such records.
>
> Briefly, these records, though simple and easy to keep, will afford the retailer a perpetual inventory, showing him, among other things:
>
> The total capital tied up in his business.
>
> The total of his outstanding accounts (at all times).
>
> What parts of his business are making and what parts are losing money.
>
> What classes of goods sell rapidly; what slowly.
>
> How many turnovers he gets a year on the line as a whole, and in each department of his business.
>
> How much each sales person is selling and therefore earning.
>
> Just what, at all times, he owes.
>
> Those are only a few of the things the records will tell the retailer, and are cited merely as examples.
>
> The advertising men suggest that with such records the merchant can at all times show his banker just where he stands, and in the event of a fire, he can give the insurance company such accurate information as to the current condition of his stock that adjustments can be made with practically no delay, as has been proved through experience. The dangers of over-stocking, or of robbing the operating capital to too great a degree through extending too large a volume of credits, need have no terrors under the operation of such a system.

Trying Now to Make Manufacturers Put Entire Formulas on Labels.

The State Food Standard Commission of Illinois has sent out the following announcement concerning a further hearing on the question of declaring percentages of ingredients on labels:—

To Whom It May Concern:

The Illinois State Food Standard Commission announces that it has received several requests from individuals, clubs and associations, to be heard on the question of percentages in relation to the labeling of jams, jellies and preserves, and has decided to hold another public hearing on the subject on October 26, 1916, at 1627 Manhattan Building, Chicago, Ill.

The discussion will be confined strictly to the proposition of a declaration of percentages of all ingredients used.

All persons wishing to file briefs may do so, but all briefs will be read at the time of the hearing, for the purpose of discussion.

W. Scott Matthews,
Dr. Walter S. Haines,
Thomas P. Sullivan.

Here Are Some Figures Showing Advances in Food Prices.

In One Month of Last Summer Twenty-six Staple Foods Declined One Per Cent. in Forty-four Cities. Some Remarkable Individual Advances. From 1912 to 1916 Things Went Up Sensationally.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
October 19, 1916.

Reports to the Bureau of Labor Statistics of the United States Department of Labor from approximately 725 retail dealers in 44 of the principal industrial cities of the United States show a decline of less than 1 per cent. from June 15 to July 15, 1916, in the combined price of the principal articles of This movement was largely d the decline in the price of The prices of pork and lard, ever, made slight advances. most marked changes were i tatoes, which declined 19 per eggs, which advanced 7 per and beans, which advanced 2 cent.

Below appears a list of the age prices of a variety of stap various markets of the countr June 15, 1916, and July 15,

	Average Price. June 15, 1916.	July 1916
Sirloin steak, lb.	$0.286—	$0.28
Round steak, lb.	.257+	.25
Rib roast, lb.	.224	.22
Chuck roast, lb.	.180+	.17
Plate b'l'g beef, lb.,	.134—	.13
Pork chops, lb.	.232—	.23
Smoked bacon, lb.	.292+	.29
Smoked ham, lb.	.292—	.29
Lard, pure, lb.	.172—	.17
Hens, lb.	.244—	.24
Canned salmon, lb.,	.202	.20
Eggs, strictly fresh, doz.	.295—	.31
Butter, cr'my, lb.	.367+	.36
Cheese, lb.	.245—	.24
Milk, fresh, qt.	.090	.09
Flour, wheat, ⅛-bbl., bag	.933+	.92
Cornmeal, lb.	.031+	.03
Rice, lb.	.091—	.09
Potatoes, peck	.429—	.34
Onions, lb.	.054+	.05
Beans, navy, lb.	.096—	.11
Prunes, lb.	.130+	.13
Raisins, seeded, lb.,	.127—	.12
Sugar, gran., lb.	.087+	.08
Coffee, lb.	.302—	.30
Tea, lb.	.551+	.55

A comparison of prices from 15, 1912, to July 15, 1916, show advance in the price of all art combined of 16 per cent., each cle for which prices were ca for the five-year period showin advance.

Round steak advanced 24 cent. from July 15, 1912, to 15, 1916, which was a greater vance than shown for any meat, and sugar advanced 41 cent., a greater advance than by any other article.

From July 15, 1915, to the date in 1916 there was an adv in all articles combined of 10 cent. The only article which any noticeable decline in price flour, 7 per cent. Sugar advan 25 per cent., and all meats advan from bacon 7 per cent., to hens per cent. And of course flour more than made up the dec since. Hol

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ıs Butter and Eggs in Cold Storage This Year Than Last.

Shortage Amounts to About Six-ən Per Cent., and Butter Shortage Also Material.

ial Correspondence of "Modern Merchant and Grocery World."

Vashington, D. C.,
October 19, 1916.

ccording to the official records he United States Department of riculture, there is considerably butter now in cold storage than year, and also fewer eggs in age.

Reports from 165 cold storages w that their rooms contain 28,394 pounds of creamery but- as compared with 104,964,478 nds in 203 storages on Septem- 1st. The 133 storages that re- ted holdings on October 1st of year and last show a present k of 88,909,646 pounds as com- ed with 99,449,607 pounds last r, a difference of 10,539,961 nds, or 10.6 per cent. less. The orts of 155 storages show that r holdings decreased 17.5 per t. less during September as com- ed with the increase of 10.6 per t. during August, shown in our report.

As to eggs in storage, reports n 222 cold storages show that ir rooms contain 4,358,073 cases eggs as compared with 4,935,312 es in 271 storages on September The 183 storages that reported dings on October 1st of this year last show a present stock of 84,283 cases as compared with 19,022 cases last year, a decrease 834,739 cases, or 16.6 per cent. e reports of 211 storages show t the holdings decreased 12.1 per t. during September as com- ed with the decrease of 10.9 per t. during August, shown in our report. Last year the holdings reased 6.6 per cent. during Aug- and 11.6 per cent. during Sep- ber.

HOLT.

otato Shippers Found Guilty of Restraining Competition.

ive officials of the Aroostook aine) Potato Shippers' Association e during the week found guilty un- the Sherman Act of conspiracy in traint of trade. Sentence was de- red. The defendants are Carl C. g, president of the association; John Hovey, secretary; Clarence H. weres, member of a so-called listing mmittee; Edward H. Doyle, New York agent, and H. W. Sylvester, Boston agent. During the trial the Government introduced evidence to show that the defendants had blacklisted dealers in potatoes who failed to conduct their business in accordance with the wishes of the association, and that they also opened secondary boycott against persons who traded with blacklisted individuals. The defense claimed immunity under the Clayton amendment to the Sherman Anti-Trust Act, on the ground that the organization was an agricultural association and exempt from prosecution. Judge James M. Morton, Jr., who presided at the trial in the Federal Court, held that the defendants were entitled to protect their trade, but that the jury must decide whether they were justified in the measures that they adopted.

Isaksen Co's Three Thousand Barrels of Norway Mackerel Were a Surprise.

Other American Importers Thought There Were No Fish Over There. Norway Mackerel Have Call Always.

The surprise which Mons Isaksen, Inc., the big New York and European fish dealers has just handed the trade of this country is a leading topic of conversation. At a time when the American importers of Norway mackerel thought there were no more fish over there, the Isaksen Co. digs up 3,000 barrels and brings them all over here. The importers who were beaten, such as the Philadelphia Levin outfit, are trying hard to convince the trade that Irish and shore mackerel are as desirable as Norways, but Norway mackerel have the call always. In many respects, color among them, they are unquestionably the best mackerel in the world.

The Mons Isaksen Co. has established a new method of distributing Norway mackerel in this country. Formerly a Norway packer would come over here and offer his output to one of the two larger operators. The latter would offer a low price, which the packer would refuse. He would then go to the other, but the first would quickly communicate with the second, and when the packer reached his destination, he found the cards stacked. The Isaksen Co. is ignoring the two larger operators—in fact there is a rumor that it has refused to sell them altogether—and is going straight to the trade, offering Norway mackerel to everybody alike and giving nobody control.

For Customer Satisfaction

To give your customers crackers and coffee that are always fresh—use

Heekin Heavy Duty Steel Cans

Heekin's Heavy Duty Steel Cans deserve a place in your store—they'll keep loose crackers and coffee in the best of condition.

For crackers, they retain the crispness and flavor and prevent over-moisture.
Size, 15½ x 27¾ in

For coffee, they retain the aroma and bouquet and keep out dust and dirt.
Size, 15½ x 20¾ in.

Your name may be handsomely stenciled on them or they are made in plain iron and steel or lacquered. Send for sample—try them out—you'll quickly see why they should take the place of bags, barrels and boxes for crackers and coffee. They have a big "second value," too.

The Heekin Can Co.

New and Sixth Streets
Cincinnati, O.



"Heekin Can Since 1901"

You Profit—

and your customers benefit, every time you sell Rumford. Every can sold means another sale of—

Rumford
THE WHOLESOME
BAKING POWDER

RUMFORD CHEMICAL WORKS,
Providence, R. I.

N.65

WITH THE EDITOR

A representative of a large city grocery store took a trip through New England this summer and wrote the following description of a New England country store. I have seen dozens of such stores. The picture is true to the life:—

Nobody Can Beat the Country Store in This.

> The scene is a small New England village with perhaps two or three hundred inhabitants. There is one main street, with a church located on the further end and a moving picture house open two evenings in a week over the main store, which is in the center. We are on a vacation and are merely touring through the country for pleasure. This is a farming region and many of the homes which we see are the property of well-to-do farmers.
>
> The store catches our eye, and being interested in the business of selling groceries, we are tempted to enter and see what a country store is like.
>
> A flight of steps leads up to the broad platform which occupies the whole frontage of the store. There is no hum of industry here, everything seems quiet and peaceful, and we cannot help comparing it with the business of which we are a part. A young woman, sole occupant of the broad veranda is seated just outside the store door. She is crocheting, and is evidently the mother of the two chubby barefoot children who are playing in the street directly in front. We come to this conclusion, because we note the watchful glances which she directs at them from time to time.
>
> We enter the store and the proprietor comes forward. He is dressed in khaki and greets us with a pleasant good morning. We purchase a half dozen picture post cards and a Boston newspaper; in the meantime, looking over his stock. Here one can buy almost anything, from a paper of pins to a milk separator, groceries, dry goods and hardware being some of the things which we see.
>
> During the fifteen minutes which we remain, some three or four customers enter and make purchases. The proprietor is acquainted with each and calls them by name. The entire village buys its supplies here, and he probably knows every one in the village. He comes in close contact personally with all, and in this manner holds their trade. Contrast these conditions with our own busy market.

A little further on, the writer of the above asks: "How can we establish those close personal relations with our customers so that they will feel that our market is their market, and be loyal enough to return to us day after day, and purchase their food supplies?"

You can't. No large store can, no chain store can. The personal relation is something that the small country or small town store has on *everybody* else. As I have said before, the large store has but little personality or heart—call it what you will—and the chain store has none.

Yet the fact remains that the chain store, without heart and without personality, has succeeded to a greater degree than any other mercantile enterprise in the United States. Why? Partly because the average retailer who is competing with the chain store doesn't use his personality in his own business.

The retailer who thinks the jobber is a useless incumbrance—a middleman who simply stands in the way of the direct distribution of merchandise—is not always far-seeing or fair. In times like the present, when everything is advancing, jobbers are saving retailers thousands of dollars every day. Probably no jobber in business is charging the retailer, on any one of the many products which are advancing, anything like the present first hands market price. In the aggregate this means an enormous saving, for no average retailer *could buy from first hands at a price below the first hands market.*

Giving Jobbers Their Due.

For instance, witness this little conversation during the week between a Philadelphia wholesale grocer and a canned goods broker. The jobber had some time before bought from the broker a quantity of corn which I will call Regal:—

> "What's the price of Regal corn to-day?" asked the jobber.
>
> "One dollar and fifteen cents a dozen," was the reply, "and going higher."
>
> "Well, I guess I'd better put my price up to *ninety-five cents,*" said the jobber.

Now what does that mean? It means that if the retailer attempted to buy Regal corn direct, he could not get it below $1.15, no matter how much he bought. Yet his jobber sells it to him at 95 cents and has only just now started to charge even that much. In times of advancing prices, I believe there is never a time when the jobber does not protect his customers by selling them below the first hands market. The price of granulated sugar today from refiner to jobber is 7¼ cents, yet the great majority of retailers who read this know that they have never paid that much.

Give a man his due.

The 1-cent sales of the big drug houses have been discussed in this paper from time to time. They are held by responsible people and appear to be honest and bona fide. A consumer is charged 25 cents for a 25-cent package of something, and given an extra package for 1 cent—two packages for 26 cents. Naturally these sales, being undoubted bargains, attract universal attention. I have personally seen a street in front of a drug store crowded with people pushing in to patronize one of these sales and everybody seems to agree that they are big business-getters.

A New One-Cent Sale Scheme and the Grocer.

All this would be none of the grocers' business were it not that the United Drug Co., which among other companies conducts these sales, has adopted a new plan which is putting thousands of small retail druggists, in country towns and city suburbs, into the grocery business in a way disastrous to the regular retailer. The United Drug Co. has picked out thousands of retail drug stores in various places and called each one a Rex-all Store. On Thursday, Friday and Saturday last each one of these held a 1-cent sale, in which it offered tea, coffee, olives, cocoa, jam, marmalade and peanut butter, all on the 1-cent sale basis. That this will have an effect on the local grocery business nobody can deny. It is bound to have. People will load up with the 1-cent stuff, and for some time to come will be out of the market for their regular wants. More than that, prices are demoralized.

What is the grocer to do? First, if the 1-cent sale includes any of the brands he is selling, he should throw them out as quickly as he can and never put them in again. I believe most of the goods are the United Drug Co's private brands, though the cocoa advertised in last week's sale was Peters.

Second, he might with profit with his fellow grocers in the t to hold a 1-cent *drug* sale. He easily buy all the drug specia he wants, and if he uses the merely as an advertisement an content to let his profit on the d go, he can wipe up the floor the 1-cent sale druggist, just as druggist wiped it up with him. written notice should be sent to druggist, signed by all the gro who join the enterprise, that intend to hold the drug sale an example to him, because they gard his cut-priced sale of gro ies—goods he will probably n keep again—as an illegitimate tack upon their business. This intelligently carried out, will n a druggist so sick of the 1-cent that a penny will feel hot to hand for a very long time.

If the grocer isn't too prou fight, he ought to get at it.

New Purity Standards in Prepara for Spices.

The hearing to make spice stand under the Federal Food Law was in New York last Monday. M well-known spice men were pre Suggested standards for cayenne red pepper caused considerable dis sion. The definition of each also dwelt on at length. E. W. Durkee that most people who sent in or for red pepper called for cayenn their communications. John Clarke John Clarke & Co., and William Weikel, of Weikel & Smith Spice intimated that there would be a sh age of some spices if the Governm officials made their regulations strict. Chairman Alsberg, of the partment of Agriculture, who presi held that Hungarian pepper could called paprika, while that from Sp should be labeled as such. The pepper question now is a serious on the trade. It is scarce and the Al are said to be purchasing it in la quantities. Mr. Clarke stated th were thirty varieties of red peppers that the Government should not li its activities to two grades. It is p posed to change the standard for g ger to read: "Ginger in the washed dried or decorticated and dried rhizo of Zanzibar zingiber (L) Krast., contains not less than 42 per cent. starch; not more than 8 per cent. crude fiber, not more than 7 per c of total ash, not more than 1 per c of lime, and not more than 2 per c of ash insoluble in hydrochloric aci According to present plans, the star

for ground mustard is to be ed so as to read: "Ground mus- is a powder made from mustard with or without the removal of ulls and a portion of the fixed oil, contains not more than 1 5-10 per of starch and not more than 6 cent. of total ash." There is a ence of opinion among the trade ding this standard.

nnsylvania Organization Notes.

e Pittsburgh Retail Grocers' Pro- e Union gave a reception and en- inment to its friends on Monday, ber 9th, at New Century Hall. The dance was good and the entertain- consisted of vocal and instrumen- usic, a ten-minute talk by Howard ate, entitled "Why They Busted"; lk by William Smedley, a few re- s by David Timothy and a moving re, entitled "Troubles of a Re- r."

is association is planning to hold od show in the early spring.

* * *

e sixteenth anniversary of the burgh Master Butchers' Association held at New Century Building on sday, October 10th, at 8 P. M. The hall was crowded. Addresses were e by Attorney Wm. Lacey and Wil- Smedley, a moving picture show cting the butchers' troubles was vn and refreshments were served. Butchers' Association is a live, awake body of business men.

* * *

fficers of the Washington County mber of Commerce are as follows: sident, Jno. D. Berryman, Charle- vice-president, W. M. McMurray, gettstown; directors, Louis Ochs, shington; Geo. B. Sprowl, Clayville; S. Donley, Canonsburg.

* * *

he third semi-annual convention of Washington County Chamber of mmerce was held at Canonsburg on ober 12th. Delegates were present n all parts of the county and num- d about 200.

essions of the convention were held he Central Presbyterian Church. At 0 President Berryman called the nbers to order and prayer was of- d by Rev. J. C. Kistler, of Houston, Hon. Charles S. Donley made a coming address, which was re- nded to by Mr. H. S. Pyle, of Mc- nald. Resolution and other commit- s were appointed and after some mis- aneous business had been disposed ournment was had for luncheon.

t 1.30 P. M. the convention recon- ed and an admirable address on me Problems and Their Solution" s given by Dr. W. H. Walker, dean the School of Commerce and Fi- nce of Pittsburgh. Congressman S. Crago, of Waynesboro, discussed rospective Conditions After the War," eeded and Pending Legislation" was subject of an address by William iedley. Mr. J. M. McKel talked on o-operation Between the Farmer and Retailer." Dr. Wm. J. H. Boetcher talked on "A Bigger and Better Community." A motion picture was shown and then a bountiful supper concluded the afternoon session.

The evening was set apart for entertainment, consisting of music, recitals and a splendid address by Dr. James E. Norcross, of New York.

The Resolution Committee reported and the convention adjourned. It was a big event.

* * *

Boyertown is about to organize.

* * *

W. B. Ricketts, who has been acting as secretary of the Washington Chamber of Commerce, has resigned to continue his studies at Harvard University.

One-Cent Sales Are Putting Small Druggists Into the Grocery Business.

Rex-all Drug Co. Picks Out a Small Druggist in Towns and City Suburbs and Has Him Hold a One-Cent Sale of Tea, Coffee, Chocolate, Jam, Peanut Butter, etc.

The 1 cent sales which are being conducted by the big drug concerns are assuming some importance to the retail grocer, because of the way in which some of them are now being conducted. The sales have been discussed before in these columns. A large variety of articles are sold in this way: If the regular price is 25 cents, one is sold for 25 cents, and two for 26 cents. That is why they are called 1-cent sales.

The 1-cent sales were bad enough when they were conducted only by the large central retail drug stores, but the Rexall concern, a large manufacturing house which has been making a specialty of 1-cent sales, is using quite a different method. It selects a retail drug store in every section—largely in small towns and the suburbs of the cities, calls it a Rexall Store and has its 1-cent sale there. And package foods are sold as well as drug specialties. One of these small drug stores in Germantown held such a sale on Thursday, Friday and Saturday last, and among cold cream, tooth paste, and the other usual drug specialties, appeared the following:—

1 lb. Opeko Coffee, 1 lb. 35c., 2 lbs. . 36c
1 lb. Liggett's Opeko Tea, ½ lb. pkt. 35c., 2 pkts. 36c
25c ½ lb. can Peters Cocoa . . 2 for 26c
25c Raspberry or Strawberry Currant Jam . . . . . 2 for 26c
35c Bottle Olives . . . . . 2 for 36c
30c Marmalade . . . . . 2 for 31c
20c Pinolea Peanut Butter . . 2 for 21c

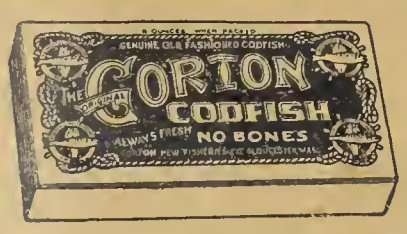
Many other drug stores held the same sale on the same days.

This Tells the Tale



¶ A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.



There Is No Real Substitute for Gorton's Codfish

¶ Codfish is high this year, and you will doubtless be offered substitutes for codfish.

¶ The substitutes will probably be wholesome and all right, but they will not be comparable with pure codfish **—Gorton's Codfish** particularly.

¶ **Gorton's Codfish** is the finest, purest codfish packed. Like all of the Gorton fish products, it is as fine as it can be made. Millions of the fish-country people, New England, will have nothing else. You will find your customers will settle down on this for the whole winter, once you get them started on it.

¶ Your jobbers.

Gorton-Pew Fisheries Company
Gloucester, Mass.

The New York Letter

The Remarkable Present Food Situation in a Nutshell. Increasing Talk of an Embargo. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, October 20, 1916.

The following interesting summary of the food market situation is taken from the "Journal of Commerce" of this city:—

> Foodstuffs are advancing in price at an unprecedented rate. The whole country is complaining. Yet the whole country is buying, regardless of price, and at a rate practically never known before. Wholesale grocers and food distributors are overwhelmed with business. Retailers are sending in orders with prices blank. Orders are being turned down for the lack of goods to fill them. Brokers find that while offering goods to one customer, some other broker has snapped them up. California, probably the greatest food-producing State in the Union, outside of the grain States, and certainly the greatest producer of canned goods, has sold all of her canned fruit, fish and vegetables out of first hands, and most of her dried fruit. It is a year of short crops of grain, fruit and vegetables.

The trade here are beginning to talk very seriously about an embargo upon American foodstuffs. There appears to be no doubt that if the Government should impose such an embargo the prices of a very long list of staples would drop. The tremendous foreign demand is responsible for the present high prices. Mr. Arthur Williams, of Arthur C. Williams & Co., stated during the week:—

> For more than two years we have been supplying Europe with foodstuffs, and lavishly at that. Well, that was all right, for we had big crops and plenty to spare. The years 1914 and 1915 will be memorable ones from a crop standpoint. But 1916 is different. It is a short crop year. Look at your wheat crop, your corn, peas, beans, raisins, tomatoes! Every crop is either short or barely an average. There is no abundance. And yet we go right on selling Europe with a prodigal liberality, utterly reckless of where it is all coming from. The Belgian Relief Commission, alone has bought vast quantities of beans, and now we are short ourselves.

The only argument which has been made against an embargo is that we have no right to place our own interests so completely above our obligations to feed the starving millions of Europe. There is a great deal to say in support of the contention that if we shut down on the exportations of food products, literally millions of Europeans would starve to death.

The lawsuit between R. H. Macy & Co., local department store people, and the Victor Talking Machine Co., which is to decide whether the Victor Co. has a right to prevent dealers from fixing their own prices on Victor Talking Machines and Records, has finally reached the United States Supreme Court, and will be argued on December 4th. This case was originally brought in the United States District Court and was decided against the Victor Company. It was appealed to the United States Circuit Court of Appeals, which reversed the decision and decided that the Victor Co. could control its prices. Later an appeal was taken from this decision, and the whole matter will now be thrashed out in the Supreme Court. The case is extremely important in its bearing upon the right to fix prices.

Summarized Market Conditions.

Tea quiet, with fair demand, full prices being gotten for everything. Both greens and blacks are firm.—Coffee dull, but some little business doing every day. Feeling in Brazil seems to be weak.—Sugar tending higher all the time. Raws quoted at 6½, and actual sales have been made at 6.27. Most refiners quoting 7.35 for granulated, though some are asking 7.50.—Canned tomatoes very firm and high. Present quotations $1.25 f. o. b. factory in a large way. Some sales made in this market at that, but the trade generally are not buying. Corn very scarce and high. Maryland Maine style quoted up to $1.25, which is just twice the normal price. About the lowest peas obtainable here are 95 cents. Domestic sardines scarce and high; prices unchanged. Salmon also firm and high on account of scarcity. Stock of pinks light. Reds being quoted on account of scarcity, up to $1.85 to $1.90. Canned fruits firm, though without change for the week; very few packers offering goods.—The raisin situation somewhat improved, as the shortage is not so bad as was expected. Situation still firm, however. Prunes firm at a fractional advance. Peaches and apricots firm but comparatively quiet. Currants show further advance of about 1 cent per pound in cartons. Situation very strong.—Wheat still going abroad and ruling at very high prices on account of that fact.—Flour shows 20 cents a barrel advance for the week, and fancy patents, in carload lots, are now quoted at $10.05.

Another $20,000,000 Chain Store Concern Offers Stock for Sale.

Will Establish One Thousand Stores for the Sale of All Kinds of Merchandise, But Not East of Ohio. Concern Will Also Do a Mail Order Business.

A new $20,000,000 chain store corporation, which proposes to establish 1,000 retail stores, to sell merchandise "of all descriptions," is now launching itself and offering stock for sale. It is the Pugh Stores Co., with headquarters in Chicago.

The Pugh Stores Co. was incorporated February 15, 1915, for the purpose of owning and operating a combination of 1,000 chain stores supplying merchandise of every character in the most produ and greatest consuming distri the United States—the twelve tral Western States from Oh Nebraska—together with a ge mail order business, the Pugh minal Warehouse Building, cago, and the largest produce ket in the United States.

The headquarters of the com are located in the Pugh Ter Warehouse, the largest buildi its kind under one roof in United States.

There are a few stores al in business, and they claim to $7,500 a year each. The co predicts that it will make 3 cent. on the entire issue of s

The president is James A. an ex-furniture man. The con describes its plan of merchand thus: "Plan of Merchandi The Pugh plan of merchandisi the most modern and complete in operation, as it combines u the head of one organizatio methods so successfully applie Sears, Roebuck & Co., United Stores Co., F. W. Woolworth and others; adding new fea which have heretofore not been by any other organization."

The Grocery Markets

Tea.

The tea market is strengthening slightly but without change for the week. Buyers seem just a little more ready to pay the seller's price. It seems impossible now to get any concessions on anything desirable.

Coffee.

Coffee, speaking particularly of Rio and Santos, shows no change for the week, although the tendency is slightly easier. Some of the quotations which are coming forward from Brazil are a little lower and that is having its effect upon the market. Most people believe that coffee at to-day's quotations is a safe purchase. It seems reasonably sure that if peace should come the demand for Rio and Santos coffee, which is now being handled almost entirely by the United States, would be so increased that the price would advance several cents a pound. Mild coffees are dull and comparatively cheap. Java unchanged. Moc gradually working downward a fractionally lower than it w month ago, but is still about 2 above the price that was form considered about a normal aver namely, around 18 to 19 cents.

Sugar.

The sugar market is firmer all refiners are now on the basi 7.50 for granulated. Raws sold up to 6.50 during the w Situation at the moment is strong, but relief is reasonably tain to come within the next mo as Louisiana sugar and dome beet granulated will both be on market about that time. The sumptive demand for sugar is moderate.

Syrup and Molasses.

Glucose is up 20 points for week. Compound syrup fa active at firmer prices. Sugar sy and molasses unchanged. The f

crop cane juice reached North- markets during the week.

Fish.

here is no very material change ie fish situation for the week. e mackerel is beginning to be ied up, although they are still ing. Prices are unchanged. e fine 1915 Norway mackerel reached this country, greatly ie surprise of many of the deal- who did not know that there any over there. They are sell- at fair prices under the circum- ces. Irish autumn mackerel are coming, but not in any large ities, and the price has ad- ed about $1 a barrel. Salmon s no particular change from a ago. The situation is strong ccount of scarcity. Domestic ines are very scarce at pre- sly reported quotations. Im- ed sardines are very firm and Codfish is so scarce as to be of the market for a good many rs. Hake and haddock are also espondingly scarce. The price ll three are very much above nal.

Canned Goods.

he tomato market continues to remarkable and surprising gs. Sales of Maryland 3s have made during the week at $1.25 large way f. o. b. factory. No- in Philadelphia paid this price, ever, as second hands holders willing to shade it considerably. hing new is known about the as yet, but everybody seems gree that it is ample, and also gree that present prices are ex- cessive. It would be extremely risky to buy very many tomatoes at to-day's market. Corn is also, as has been previously reported, in an unprecedented condition, but there is reason for the high prices of corn, namely, short crop everywhere. Prices remain unchanged for the week. There is a better inquiry for cheap peas, which is to say the cheapest on the market. There are no really cheap peas about, and the best that can be done is around 90 cents. Ordinarily the same grade would sell at 65 to 75 cents. Apples are about 25 cents a dozen gallons higher; demand fair. California canned goods are unchanged for the week, but the undertone is strong owing to the light stock on the Coast. Small Eastern staple canned goods show no change for the week, but the stock are very much reduced. Prices very high.

Dried Fruits.

The prune market is firmer and sales have been made on the Coast on a 6-cent basis. This is an advance of ½ cent. Peaches are very much neglected. Prices are unchanged. Apricots are unchanged and in moderate demand. Seeded raisins, on account of crop shortage, are just about 1 cent above normal. Currants are now quoted at 18 cents per pound in cartons, which is more than double the normal price.

Beans and Peas.

Domestic pea beans are a shade higher for the week on account of scarcity; demand good. Marrows are also about 25 cents a bushel higher from the same cause. California limas show a fractional advance and green peas are advancing steadily, having been sold during the week at $4 per bushel in-a large way. Scotch peas are unchanged, firm and very scarce.

Butter.

The butter market shows an advance of ½ cent, due to the falling off in the receipts and the good home trade. There has been more active buying during the week, and this has cleaned up the fresh receipts. The export buying done in outside markets during the week has been at 33½ to 34 cents per pound, which is the highest price ever paid for butter for export. The market will probably remain firm, with perhaps a slight additional advance.

Eggs.

The egg market has been very irregular during the entire week. Early in the week it declined 2 cents on account of an increased supply, but in a little while the fresh surplus cleaned up and the market advanced 1 cent. Probably a similar advance will occur at any time. Strictly fancy are scarce and in excellent demand considering the extreme high price for the season.

Cheese.

The cheese market is steady and unchanged. The home demand is good. The export demand continues, but mostly of under grades, and during the week has been very heavy. Exporters are hesitating to pay the top prices for fancy cheese. Receipts are a little above the average for the season and the quality has been keeping up quite well.

Provisions.

The provision market is fairly steady, although prices have been shaded slightly to make sales. The consumptive demand has been fair. The supply has been good and the market is perhaps ½ cent lower than last week. Pure lard is very firm and shows an advance of ¼ to ½ cent. Consumptive demand is good and the supply fair. Considerable lard is being sold for export and prices will probably remain high for two or three weeks. Compound lard shows an advance of ¾ to 1 cent, due partly to the good consumptive demand and also to the pure lard situation. Barreled pork is firm and unchanged, with a fair demand and light receipts. Canned meats are very firm at unchanged prices. Dried beef firm and unchanged.

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILA'A.

Mounting Higher and Higher

It is unfortunate the cost of food products should be steadily advancing. Supply and demand regulate all markets. This year the demand is abnormal due to the universal employment of labor at high wages, while the supply is curtailed owing to partial failure of some of the most important crops that enter into everyday consumption, requires stretching to make both ends meet.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILA'A.

SYRUPS—Here is a breakfast sweet growing in favor as the price of butter advances. Our *Challenge Table Syrup* is very popular and always pleases; *Royal Table*, a great favorite; *Gilt Edge, Extra Amber, Very Best, Starlight, King "B," Crescent, White Clover.* Try our Syrups once and you will try them again; trade winners.

CANNED LIMA BEANS—We offer a superior quality of Lima Beans in cans, processed from California Dried Lima Beans, that are packed in No. 2 cans, two dozen in a case; Brownie Brand, per dozen, 80c. Can be retailed at 10c. a can.

EVAPORATED APRICOTS—A fancy lot of Blenheim Apricots in 25-pound boxes, bright and good size. An early purchase enables us to name a lower price than present market, per pound, 17c.

MACARONI—Not imported, "Made in America," and made from selected hard wheat, equal to the imported and at a less price; should sell well this season. *Quaker City Brand*—Elbows, Vermicelli, Spaghetti, in pound packages, 25 pound to the box, per pound, at 7c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

INDIVIDUAL MARKET REPORTS.

Wheat and Flour.

The British Government has set its hands to a titanic task.

Realizing that the individual buyers would hesitate to extend themselevs at the present level of prices by laying in large stocks of wheat and flour, the Government has undertaken it with the view of building up a safe reserve, keeping it replenished by a steady flow of wheat from the exporting countries.

Unfortunately, their greatest source of supply, Australia, is on the opposite side of the earth, entailing a journey of 25,000 miles for every ship. To bring 160,000,000 bushels of wheat from Australia during the next eleven months would require a fleet of 480 ships each of 5,000 tons capacity, and with the present scarcity of ships and the high rates of freight obtainable, it is a very expensive, if not impossible, undertaking. We are satisfied that the Australian surplus will not be drawn upon in any great volume until the surplus of the more accessible countries is completely exhausted.

The importing nations need at the minimum 560,000,000 bushels of wheat. Of this it is estimated that the surplus in India, including the crop that will be harvested in April, will supply 40,000,000 bushels. Canada can be counted on for 100,000,000 bushels and the United States for 140,000,000, but this quantity cannot be obtained unless the prices advance to a materially higher level. Argentina has a surplus of 20,000,000 bushels from the old crop, and the outcome of the new crop is extremely uncertain.

The linseed crop in Argentina, which is an earlier one than wheat, has been damaged 75 per cent., and unless copious rains visit the drought stricken sections there will be a tremendous loss in the wheat crop. But for the sake of argument, we will calculate 80,000,000 bushels as the probable surplus of the new crop, making a total exportable surplus of 100,000,000 bushels.

You will observe by this that it is only possible for the importing nations to obtain their requirements by draining the United States and Canada of every bushel of surplus, and by doing the same in India, Argentina and Australia. Does it not stand to reason that a greater premium will be paid for North American wheat, which can be reached by a round trip journey of 5,600 miles, than to go to Australia, with a round trip of 25,000 miles?

Many of the North American growers of wheat have the idea that they will obtain $2 a bushel or more for it, and unless the Russian surplus is released before August 1, 1917, there is every prospect that their hopes will be realized.

SHANE BROS. & WILSON CO.
J. W. Craig.
Philadelphia, Pa.

—

Imported Fish Specialties.

The cooler weather has stimulated the demand for all kinds of salt fish and the trade for herring in particular during the last week has been very good, and prices have shown a hardening tendency. The only exception is Holland herrings. It seems that owing to the arrangement which Holland made with Great Britain in regard to the exportation of Holland herrings, the Holland exporters are in a position to ship large quantities of Holland herrings to the United States; in fact, it seems that this is the only country that they will have to unload their supplies. Consequently, practically all importers of Holland herrings have received many cables from Holland asking to be informed as to the state of the market for Holland herrings. This, combined with the small demand, which still exists for Holland herrings, has had the effect of depressing the market and causing lower quotations.

The trade seems to be getting used to the prevailing high prices for all kinds of imported sardines, and is beginning to buy more freely. With the advancing prices for tinplate, and for all other raw material, and the continued scarcity of both skilled and unskilled labor, there seems to be very little chance of lower prices for imported sardines in the near future, and the trade have more confidence in the stability of present quotations and are, therefore, not as timid as they were a short time ago about stocking up.

In Norway the catch is still going on very satisfactorily and prices do not show any sign of weakening. From Portugal we hear by cable that there has been, and probably still is, a strike in the sardine factories. Besides, the catch has been very poor of late and the market is exceedingly firm and probably tending higher. The market for French sardines continues unchanged and very strong and the small lots arriving are taken readily by the fancy trade at fancy prices.

STROHMEYER & ARPE CO.
New York.

—

Foreign Grocery Specialties.

Italy cables that the market for pure Italian edible olive oil is very strong. Owing to an exceedingly large demand, the finest grades of edible oil are getting scarcer every day. Fortunately, the crop situation has changed somewhat for the better, so we are in hopes of seeing the market being steady without showing further considerable price advances. With cottonseed and other substitute oils being quoted at such enormously high prices in the American markets, there seems to be no chance for any lower prices on imported edible olive oil; on the contrary, an advance in the price of pure olive oil would seem in perfect order. Winter cottonseed oil is quoted to-day at nearly a dollar, and first hands predict a higher market than that. Taking into consideration the quality of pure olive oil and the quality of cottonseed oil, the price for olive oil seems unproportionately low when compared with the price now ruling for cottonseed oil. It therefore seems to us that higher prices for olive oil would be in order.

STROHMEYER & ARPE CO.
New York.

—

Spices.

The market is fairly active, and the consumption seeems to be on the increase. Many standard grades are scarcer now that they have been for several months past and with two busy months ahead, it would be well to have the goods in stock.

Pepper.—The market is higher, both here and abroad. Java grades are firmer, also Lampong. Stocks in our country are not unusually large at present, and the large consuming demand that is now on will have a tendency to increase values.

Cloves.—Are steady and in fair demand. Futures are a little easier.

Mace.—In better demand at generally unchanged prices.

Nutmegs.—In better demand. Present prices we consider safe.

Gingers.—In fair demand at steady prices for all grades. The spot supply is now reported very limited.

Tapioca.—Somewhat higher and in very active demand at present.

Seeds, Herbs, Etc.—Caraway and poppy seeds have advanced steadily during the week. Marjoram is also very much higher. Mustard unchanged. Coriander steady since last advance.

McCORMICK & CO.
Baltimore, Md.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Collecting a Bill.—There are just as many bad ways of trying to collect a bill as there are good. The secret, like that of selling goods, lies largely in the manner of your approach.

Your approach must be kindly, it must take on a real spirit of friendliness without assuming the too common apologetic air. You have no apologies to make and the more that is emphasized the better.

"I see I am just in time to get a scratch of your pen," isn't bad, or, "I have a little bill here that both of us will be glad to have settled."

Yet we have to study our man and our woman just as discreetly in collecting for what we sold as in the selling itself. More so, we think.

Never bluster your errand before company, either; take her one side, or say, "I see you are busy now and I'll see you to-morrow morning." This may be a rather expensive proceeding from the viewpoint of your office, but in the end it pays.

Office people deal in cold figures and hard and fast dates and do not always appreciate the tact required to meet those figures and dates with real cash.

* * *

Women Like Consideration.—Often a woman will land at the counter with several bundles. Don't wait until she asks you to wrap them together for her. Suggest doing it yourself. It shows a nice, courteous consideration. Don't let a woman struggle with a basket of goods if the trolley stops at your corner. If the young one is crying ask the mother if you may give it a chocolate drop. Fish out a chair where you see an indication of overweariness or old age. Little things these are, to be sure, but big friendship-binding factors. Many a corner is turned until the customer gets to the store where "that accommodating clerk" works. Put these little things into practice; no extra labor. The reward is big.

* * *

Doesn't Pay to Stand Still.—That is, figuratively speaking. A business can't do it and remain a big investment a great while. A young man can't if he intends getting the best out of himself. A beaten path is easier to trudge along than making a mere cut through the woods. Keep thinking. That's what that brain was placed in your head for. Try to figure out a better way to handle the delivery or a more convenient arrangement for placing your shelf or counter stock. Is the cash register in as handy a place as it might be? If the cashier's desk were moved a few feet, would it save steps and time and annoyance?

Look over the stock for imp ments and suggest these things t head. The boss has more on his than you think.

* * *

Try This Kind of a Windo Take thirty small carrier baskets them with white (not manilla) p *Carelessly* place in each basket a bottles of one kind of pickles another olives; in another catsu another vinegar, etc.—all the dif sizes you've got in stock. Cove floor of the window with bay l Have a card in each basket, 2 giving name and price. Let a big be hung in the center reading, "No in the Window but Appetizers." I tested this out and got splendid r from it. It is a case of getting o the rut, you see, and thus getting from the "standing still" habit.

* * *

Keep a Clean Counter.—Don't a sheet of paper on the counter. the remaining bags back in the After showing the sample bottle it back on the shelf. The same cereals and canned goods. Yet should have a neat counter d always and you should change it In connection with this, let me im upon you the importance of ke your scales clean and adjusting every morning. The scoop of the should invariably shine. You can it this way by five minutes' ru every morning. The effect of a sh scale on the buyer is good.

* * *

It's Now Soup Time.—The w with a big family usually makes own. Good idea to make a displ beans, peas, rice, lentils, macaroni Let the big card read, "Things Making Wholesome Soup for Fall Winter Weather." If your stores ca fresh meats, a couple of soup b nicely cracked and laid out on a pl will make out your show doubly e tive.

* * *

Cut Out Personal Talk.—Neve guilty of letting a customer hear discussing a fight or game, a sho anything personal or foreign to the ness, when you're back of the cou It's the worst of taste. Some of may be guilty. Occasionally we offense without knowing it. "Straight Talks" is for *you*. Wher it pinches *size yourself up*. The o in writing these articles is to r better grocery clerks. Just as surel you're reading this you'll *become b* clerks, better business men, better altogether, by following up and ca ing out the suggestions printed on page week after week.



We Appeal to the Grocer— We Do Not Try to Force Him



When we started to put **Goldenoyle** on the market, we could have gone to the consumer alone and tried to persuade her to *force* you to handle it.

We don't believe in that. We advertised to you before we advertised to anybody else, because we had confidence, and still have, that you can judge good merchandise on its merits, and will meet a manufacturer half way on a worthy proposition.

Goldenoyle is a good proposition from any standpoint. It is the most highly refined vegetable salad oil on the market—we say that from twenty-five years' experience as oil refiners. You remember what Prof. Allyn, the Westfield chemist, said about it.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The Walkover Shoe.

Liberty, Pa., Oct. 12, 1916.

To the Editor.

Dear Sir:—Please find out and let me know the address of the people who make and distribute the Walk Over shoe.

Thanking you for this information, I beg to remain,

Respectfully yours,
F. C. Roupp.

Geo. E. Keith Co., Campello, Mass., make the shoe named. They sell it through branch agencies scattered over the country.

* * *

Names of Butterine Manufacturers.

Bloomsburg, Pa., Oct. 13, 1916.

To the Editor.

Dear Sir:—Will you kindly give us a list of the manufacturers of Butterine.

Yours truly,
The Leader Store Co., Ltd.

William J. Moxley, Jr., Jno. J. Jelke, Jas. T. Downey, Morris & Co., Swift & Co., Armour & Co., Wilson & Co., all of Chicago; Capital City Dairy Co., Columbus, Ohio.

* * *

Reliable Collection Agency?

Millersburg, Pa., Oct. 18, 1916.

To the Editor.

Dear Sir:—Will you please advise me in your next issue of the address of a good reliable collecting agency in the city of Philadelphia.

I am a subscriber to the "Modern Merchant and Grocery World."

Yours respectfully,
E. E. Neagley.

There is no collection agency in Philadelphia—or anywhere else—that we would care to recommend to you.

* * *

Another Blow at Canned Salmon.

Philadelphia, Oct. 14, 1916.

To the Editor.

Dear Sir:—Will you be kind enough to bring to the attention of the Canners' Association the following:—

The Red Feather Corporation is presenting a film entitled "Barriers of Society." In this picture a perfectly good heroine is in danger of being permanently marooned on a desert island because the captain of a yacht ate canned salmon.

This is a new form of attack. For years the newspapers have enjoyed the privilege of libeling the canning industry and now the motion picture is adopting their method.

The Canners' Association should take this matter up before the film companies hurt the canned goods business as the newspapers have done in the past.

Very truly,
W. Delaney & Son.

A copy of this letter has been sent to the National Canners' Association in Washington, D. C.

* * *

An Electric Peanut Roaster.

Union Bridge, Md., Oct. 17, 1916.

To the Editor.

Dear Sir:—Advise us please who makes an electric peanut roaster.

Respectfully,
C. E. Engel & Co.

O. Y. Bartholomew, 116 North Delaware avenue, Philadelphia.

* * *

Whole Wheat Cereals.

Clairton, Pa., Oct. 17, 1916.

To the Editor.

Dear Sir:—Please give us the name of a brand of flour which consists of the whole wheat without any particle whatsoever removed. Also, if there is any breakfast food on the market which consists of the cracked whole wheat without any particle removed.

Yours truly,
C. W. Black.

The Quaker Oats Co. make both a whole wheat flour and breakfast food. Write their Philadelphia branch, Delaware River Front Stores.

* * *

We Got the Wrong Haserodt.

Cleveland, Ohio, Oct. 11, 1916.

To the Editor.

Dear Sir:—I have before me a copy of your October 2d issue of the "Modern Merchant and Grocery World," and on page 6, in article entitled "Tell Your Clerks to Read This," I notice you state that this article was prepared by "The Haserot Co., wholesale grocers, of Cleveland, Ohio," whereas I personally prepared this copy, and while my name is Haserodt, I am a member of the Widlar Co., importers and jobbers of teas, coffees, and spices, and in no way connected with The Haserot Co., wholesale grocers, except that they are relatives of mine, and I am wondering where you obtained the idea that this article was prepared by The Haserot Co., wholesale grocers.

I am enclosing original copy of Widlar's Suggestions to Dealers and Widlar's Suggestions to Clerks, which I personally prepared, and while the source from which these suggestions emanated makes no material difference, I thought that possibly other publications might seek copies of these suggestions, and I desire to avoid them as well as The Haserot Co. inconvenience.

Yours very truly,
Paul Haserodt.

The Week's Dry Goods Review.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale dry goods distribution for the current week continues to maintain the large volume of the past few weeks and exceeds the same period of a year ago by a considerable margin.

Road sales for spring delive heavily in excess of previous

Customers have been in to m in about equal numbers.

Collections have continued throughout the week.

Prices are firm.

WANT DEPARTME

(Too late for classification.)

Read This, It May Be of Ben You, Mr. Grocer and Meat D

Does your store as a whole a legitimate profit after deduct penses?

Do you know whether your is losing or making money?

Are you thoroughly familiar fresh meat end of the business?

Can you regulate the retail p beef, lamb, veal, etc., to show sired percentage of profit?

Perhaps the way your meat is and cut is not in accordance scientific methods of the presc Remember, the high cost of go mands expert knowledge.

Should you desire assistance ing the cause, consult an expert with bank and business refer back him, a man who won't cha one cent should he fail to clear out to you the root of the evil.

Any business dealings with be kept strictly confidential.

Will gladly furnish reference my honesty, integrity and ability undertaking to probe into your affairs. Address H. R., care World Publication Co., 927 A Philadelphia.

"Shumanize" Your Store!

Increase Sales
Please your customers
Keep stocks neat and orderly
Prevent both over-charging and under-charging.

The Shuman system of shelf-pricing consists of metal clamps and gummed stickers to go on them.

The clamps spring into the shelf. They stay firmly but can be easily and quickly moved from place to place.

Shuman price clamps are also convenient for placing on top of goods, or on edges of crates, barrels or baskets.



Priced Goods Sell Much More Quickly, With Less Effort, Both to Buyer and Seller

People like to trade at a plain-priced store—and they *think* the goods are *cheaper* because they are plainly priced.

You will do ¼ more business per clerk per hour, by saving their time in answering questions.

And clerks will have to keep stocks in order—an easy task by this system.

Complete Set $3.25 A set consists of 50 clamps and 1110 stickers. Stickers are so arranged that you can make any combination up to 99c, with or without the "dozen," and including any combination prices "for 5c"—"for 10c"—"for 15c"—"for 25c"—"for 30c"—"for 50c."

Extra Clamps $2.50 per 100. Extra Stickers 10c for 50.



Order Through Your Jobber

or if he does not carry them send us check or money order for $3.25 and complete set will be sent you by parcel post prepaid.

Frank G. Shuman Company
Room 906, 168 N. Michigan Av.
CHICAGO

l Business Prospects in Pennsylvania, New Jersey and Delaware

"Modern Merchant and Grocery World" Addresses a Letter to a Representative Grocer or General Storekeeper n Every County of Pennsylvania, New Jersey and Dela-ware, Asking the Condition of Business, Whether the People are Employed and Have Money, Whether Chain Store Competition Affects Them, and Condition of Col-ections. Some More of the Answers Received.

an effort to learn what the im-ıte future holds for retail gro-and general storekeepers dur-ıe coming fall and winter, the lern Merchant and Grocery d" has addressed a letter to a sentative retailer in every y in Pennsylvania, New Jer-ıd Delaware. The letter asked ealers addressed to answer the ving questions:—

Is there plenty of money in your itory?
Are the people employed?
Are your collections good?
Are you suffering from chain e competition?
On the whole, do you expect r business to be as good, or er, or not as good, as last Fall's ıess?

swers to these questions are ning to come in and will be shed as fast as received.

MONMOUTH COUNTY, N. J.

here seems to be plenty of busi-s and plenty of money, but goods all so high and scarce and its so small, I do not find the very business like it used to be.
A. B. CRAWFORD,
Freehold, N. J.

—

ATLANTIC COUNTY, N. J.

s far as business prospects in home town is concerned, things n to be on the boom.
MRS. J. W. SMITH,
Mays Landing, N. J.

—

ARMSTRONG COUNTY, PA.

—In regard to money, there ns to be plenty.
—All those who want work can plenty.
—I run a cash store.
—Chain stores bother us some.
—I was not in business last fall, I expect it's better this fall winter than I had it this mer. E. TRUDGEN,
200 Cleveland St., Kittanning, Pa.

—

JEFFERSON COUNTY, PA.

or myself, I have had the best r's business the last year since ntered business, eight years ago, l prospects for our town and mmunity are fine, new car shops v building and other industries ight. J. M. HAUPT,
Brookville, Pa.

—

WASHINGTON COUNTY, PA.

As far as business is concerned, merchant can do plenty of it on the books, but when it comes to paying he is going to fall short. The mills have never run better and the outlook for a year to come is good, but the men's wages have not increased in proportion to the gro-cery and other lines in general.
WILLARD PORTER,
Washington, Pa.

—

BUCKS COUNTY, PA.

Business is good, 20 per cent. better than same month last year.
AUSTIN BENNER,
Doylestown, Pa.

—

WAYNE COUNTY, PA.

The business outlook was never brighter. Collections are good. Yes, A. and P. and Globe stores do some damage, but in the staple lines only. We specialize in goods which they do not handle.
J. H. STEGNER & SONS,
Honesdale, Pa.

—

CLINTON COUNTY, PA.

In reply to your questions relative to the business conditions in our locality, will answer same in the order they are given:—
1.—Yes.
2.—Yes.
3.—Yes.
4.—No.
5.—Better.
Too busy to write any details.
JACOB BROWN & SON,
Lock Haven, Pa.

—

MIDDLESEX COUNTY, N. J.

Business is all right here. Ordinary labor is scarce at $3 per day. Everyone wanting work is busy.
JOHN F. BRADLEY,
News Brunswick, N. J.

Honey Crop is Abundant This Year—The Best Kind to Sell.

The large crops of high quality honey produced in Michigan, Iowa, New York and Texas have made it possible for the packers of Airline Honey to place this product on the market on an extensive scale during the coming winter. Bountiful crops of honey have been produced all over the country, and the A. I. Root Co., of Medina, Ohio, has assumed the responsibility of distributing the great bulk of the available honey.

They have used a full-page ad. in the October "Ladies' Home Journal" and a full-page ad. in "Good Housekeeping" and considerable space in similar publications. The result is beginning to show in Philadelphia, as their agents, the Frank A. Smith Co., and the branch house of the A. I. Root Co. are crowded with orders for future delivery. The home office at Medina, Ohio, has made arrangements for handling the trade. It is practically certain that Philadelphia will be well supplied with honey during the coming winter.

The Electric Method

For Illuminating or Power purposes, for Advertising or Household uses, the Electric Method is the BEST method. It is the greatest known agency for efficiency and economy, in the home or place of business, now at the disposal of the public.

You will have to use Electricity sooner or later—logical reasoning and popular demand guarantee that fact. Write or phone to-day.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS



They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

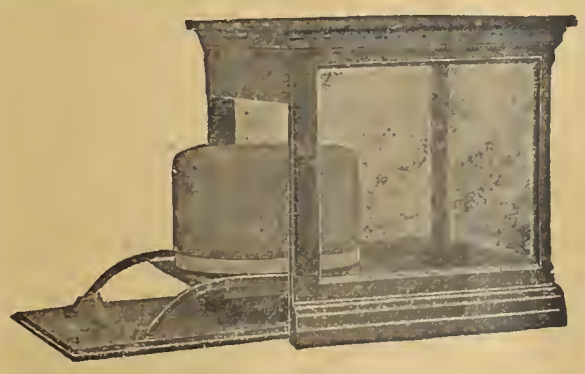
CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

The Scale Hospital

Scales of All Kinds Repaired
Made Like New
Refrigerators Repaired and Moved
Store Fixtures of All Kinds
Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.



If You Buy This Cabinet Within Thirty Days

we will equip the front with French plate bevel glass, free, instead of the American glass usually used.

The French glass alone is worth $1.75.

This cheese cabinet is the classiest thing of its class on the market. Order through your jobber or of H. F. Heacock, 51 North Second Street, Philadelphia, Pa.

PRICE ONLY $7.50

Made by The American Specialty Manufacturing Co. - - Chambersburg, Pa.



No. 386.—Making Credit Sales With Strings to Them.

All sorts of schemes are constantly being tried for the purpose of tying a string to credit sales of merchandise, fixtures, and store appliances. The string is intended to be held in the hand of the seller, who if the buyer goes bankrupt or anything like that, can pull it in and bring the goods away with it. Of course these schemes are used only when the buyer doesn't pay cash for what he buys. The purpose is to retain title in the seller to whatever is sold, so if anything happens he can claim the property as against the creditors of the buyer.

Naturally the creditors of the buyer are the chief objectors to all these schemes, for if they have sold a retail dealer a bill of goods on the strength of his apparent possession of several thousand dollars' worth of fixtures or store appliances, they hate to hear, when they go in to force the collection of their unpaid bills, that the fixtures and appliances are only leased; that "title has remained in the seller," and that all the security they thought they had when they granted the credit, has disappeared over night.

Almost every seller of fixtures, store appliances, and what not—sometimes even merchandise—who is not paid at once in cash, tries some scheme of retaining title in himself so that the buyer's creditors cannot step in and seize the property to satisfy their claims. The law has been hard pressed to protect both the seller and the buyer's creditors in this situation, without permitting either class to perpetrate an imposition on the other. It is freely admitted that a seller who has not been fully paid, and who has no other security, should retain legal title to what he has sold, so that he can seize it if the buyer falls down on his payments. Always provided that no deception is practiced on the buyer's creditors. Naturally the latter would assume that the property in question was one of the buyer's assets, being in his possession, and might give him credit on the strength of it. The law says, therefore, that if this scheme is to work, some way of notifying the buyer's creditors that the property doesn't belong to him must be adopted. Sometimes the law is not able to carry this out, but it has carried it out in a number of States by passing a statute requiring the seller who sells anything through a contract which endeavors to retain title in himself, to put that contract on record, so that the creditors of the buyer can go and look it up before they sell him anything. If no contract is on file, the law allows them to presume that the property is the buyer's. This law is being passed in one State after another and it is a good thing. It protects everybody.

I said a while ago that some people were even trying to sell merchandise under a contract retaining title in themselves until the bill was paid. A very interesting case involving the right to do this was decided last week by the United States Court of Appeals. A manufacturer of rubber goods sold a certain concern, on long time, some goods, "which would remain the property of the seller until sold to bona fide customers in the usual course of business." The buying concern was not merely agent, it was actually buying the goods, as the contract showed, for it was not held to any accounting as an agent would be. Moreover, the goods were mixed up with other goods in the buyer's stock.

The buying concern did not get along, and finally went into bankruptcy. The rubber manufacturer then promptly came around and started to pick out of the bankrupt stock everything that had come from him. This on the theory that under the contract "title had remained in him." The creditor interfered and the court, after some protracted litigation, said the manufacturer had no right to do any such thing. Under the facts, the court held the goods to be the real erty of the bankrupt, in spite contract, and they were given creditors. The court said:—

> Here, not only was the age buyer permitted to mingle the signed goods with his own but the contract expressly pro that the seller would furnish buyer "free of charge all samp tires and accessories and nece advertising matter, imprinted the name and address of the bu It is difficult to see how the could have more actually hel buyer out to its customers a real owner of the consigned erty. To permit them to r from the stock of the bankrup remaining portion of the cons goods, would, in our opinion erate as a fraud on the credito the bankrupt.

Where the seller, under st arrangement, has known, must, that anybody seeing the erty in the buyer's poss would think that it belonged t

Weekly Window Display Suggestions



Pancake Flour.

This makes a good display and is sure to increase your sales. C the bottom of the window with white crepe paper. Directly in front an the center place a neat sign card, as illustrated. At each side place two c of honey in the combs and some drained honey in bottles. In the ce on a linen napkin, place an opened bag of self-rising buckwheat flou bowl containing some of the flour and a can of unsweetened milk. At side of this place a small pyramid of syrup in cans. To the rear, and in center, build a pyramid of bags of the buckwheat flour and arrange twi strips of bright red crepe paper, as shown in illustration. At each side b a pyramid of boxes containing pancake flour. Make an arch of wire, fa it to the floor at the rear and support it from the ceiling with invis wire. Cut some of the red crepe paper in strips about two inches wide fasten to the ceiling. Twist them and attach to the arch. Cover the a with the red crepe paper. Suspend a sign with the wording as shown in

as allowed that conclusion to ached without the slightest to warn the buyer's creditors, urt will always forfeit his title an.

e moral of all the above is this: To the seller who wants to t himself by retaining title to hing in himself—Be sure that buyer signs a contract which e good under the law of the where it is to be used; and be second as to whether there is requiring the contract to be ded. See also that you in no end yourself to any scheme on art of the buyer to allow his ors to reach the conclusion he property sold is his own roperty.

To the buyer who does not to get into any trouble with editors—Be sure to include ry financial statement made to ors, full information as to any- in the business which is y leased or bought on install- and not paid for. Moreover, let a creditor, present or pros- e, come in your office or your and go away with the belief certain property which he sees is yours, if it is not yours. it is not yours if the seller of it laim it under any contract. Go f your way to tell him the if necessary.

(Copyright, October, 1916, by Elton J. Buckley.)

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uestion: F. A. Crabtree & Co., , Va.—1—Last spring I sent eck to my bank for deposit a or ten days before I checked ıy account. This check was at the bank, for the bank re- d a note for discount which sent in same envelope, and they fore must have misplaced the c. Hence when I checked ıst this check, there was not s sufficient to pay same. With- notice to me the check was pro- d, which has caused me quite of trouble and extra expense. y jobber demanded that I send certified checks after this ened. My standing was A-1 this jobber before this. Will please tell me how to proceed to state myself with this jobber? —I also wish to know what s to take in another case. I had ay quite a lot of money as se- y for a friend. Another friend was tied up in part of this with loaned me some money on my onal note. Later I proposed let- this friend have part of my . He would not allow me what ought the land was worth. I ed to take the price he offered me, he allowing me two years to redeem land at same price with interest at 6 per cent., or selling all or part of said land for more than he agreed to pay me and dividing profit. He now refuses to allow me to sell. I can get 100 per cent. more for part of it and 50 per cent. for another part. I only have my wife as a witness to his saying I could redeem all or part of it or if I could sell all or part for more and divide profits. I have no writing to show, only his promise before myself and wife. He only gave me $40 per acre. I have a friend who will give me $100 per acre for 12 acres if I can redeem it, but will not offer but $80 if the profits have to be divided; and another party will give me $60 per acre for 25 acres. Will you kindly let me know what to do and how? I am a cripple, not able to do but very little work. Would like to save my little home.

Answer.—1—If the bank lost your check it is guilty of negligence and responsible in damages to you for any injury which happened as the result of that negligence. Apparently it should be easy to prove that the bank received it, because it received something else sent in the same envelope.

The damage to you seems to be impairment of credit, which is vital. I should be much tempted to sue the bank here.

As to restoring your credit with your jobber, I should write him a full statement of the facts, and should support it with a letter from the person who gave you the check which was lost. He should say in this letter that he gave you the check on a certain date and that it it has not turned up, showing evidently that it was lost. No reasonable jobber would refuse to believe this story.

2—I think you can compel the holder of your property to consent to your selling it. I assume that you deeded the property to him and it is now in his name. I should go into court with a petition reciting the fact of the conveyance to him, why that conveyance was made, the agreement under which it was made, and that you now have the opportunity to sell at a higher price than $40 per acre, but the holder refuses to carry out his contract. It will be the word of two witnesses (you and your wife) against his, and there should be no difficulty in convincing a court that the truth is on your side.

In some States there is a law requiring agreements of this sort to be in writing, but my impression is that Virgiania has no such law. But such agreements ought always to be in writing, law or no law.

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NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Sweating Fruit May Violate Law.

Growers and shippers of oranges and grapefruit are making many inquiries of the United States Department of Agriculture in reference to what action will be taken by the Department during the coming season toward preventing the shipment into interstate commerce of immature citrus fruits which have been artificially colored by sweating. The officials in charge of the enforcement of the Food and Drugs Act state they will be guided in their action by the position of the Department previously announced, to the effect that the shipment in interstate commerce of immature oranges and grapefruit, which are sweated either before shipment or en route, is a violation of the Food and Drugs Act when the sweating conceals inferiority by making unripe fruit appear to be ripe. The sweating process turns the green color of the unripe fruit to yellow, and fruit so treated has the appearance of being ripe. However, extensive investigations by the Department have shown that the sweating process does not ripen the immature fruit. One of the tests to determine whether or not an orange is mature is the so-called "eight-to-one test." This test is based on the ratio of the soluble solids to the acid contained in the juice of the orange. The soluble solids increase as the oranges ripen, while the acid decreases. The oranges are considered immature until the juice contains soluble solids equal to or in excess of eight parts to each part of acid contained in the juice. The amount of soluble solids in orange juice is about equivalent to the amount of sugar it contains. The ratio of the sugar to the acid in the juice determines the sweetness of the orange. In the case of grapefruit, maturity is indicated by a ratio of seven parts of soluble solids in the juice to one part of acid. If oranges do not meet this test they are considered immature, and if colored by sweating, then it is considered that inferiority is concealed.

Good Job Here.

WANTED.—An efficient, experienced office man and buyer by a wholesale grocery house in Northeast Philadelphia. Apply by letter in applicant's handwriting to W. G., care Grocery World Publication Co., 927 Arch St., Philadelphia. 17

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 **Dorchester, Mass.**

Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio



Get Into Manufacturing as Fast as You Can

Start by making your own peanut butter with a **Quaker City Mill.** Remember that on everything you can *make*, you put all competitors behind you, even the chain stores.

We will send you a **Quaker City Peanut Butter Mill** on thirty days' trial, so that you can give the plan a try-out.

Write for some reading matter about it, and act quickly, especially as you aren't committing yourself to anything.

The A. W. STRAUB COMPANY

3722-32 Filbert Street

PHILADELPHIA, PA.



A Kid With the Makings.

I want to tell you about a store boy I know. He's head of the store boy department in a store out in Germantown. How many boys in the department? One, but it's some department all the same. I've seen him about there for a year or so but I never paid any attention to him except to notice that he was the most solemn-looking little cuss I ever saw. I suppose he's about sixteen years old, and he always seemed to be busy at something or other.

Last week I struck the store around lunch hour, when there wasn't anybody about but him and one clerk. So I started to talk to him.

"Well, kid," I said, "how's business?"

"Business is all right," he said, "if it was run right."

What d'ye know about that?

"Run right, what d'ye mean by run right?" I said.

"The boss ain't got any guts," he said. "He lets these women pull his leg all the time."

Polite little kid, ain't he?

"Can't say no to anybody," he said. "They come in here and work him all the time—say something he sent 'em wasn't right and make him take something off. One woman's a regular terror. She come in last week and said some chops we sent her was tough and nobody could eat 'em. Said she wouldn't pay for 'em! Why didn't she bring 'em back? I'll bet she ate every one of 'em."

"Did he let her get away with it?" I asked.

"Sure! He'd let her get away with anything. She ain't any good customer—never buys anything good and always putting up a kick over something. I'd tell her to go to ———!"

(Regular Sunday School boy).

"Yes you would not," I said. "Not if it was your store. Customers ain't so easy got."

"But she ain't any good!" he said. "I'll bet we don't make a cent off her."

"Say, Frank," he said, calling the clerk across the store, "did you see what Bill did down cellar?"

"No, what did he do?"

"He let the molasses run over out of something and never cleaned it up. Fearful mess—why don't the boss make him clean it up? It's rotten down there."

"He did tell him to," said Frank.

"*Tell him to!* Gee!" said the kid. "Don't he know Bill never does nothing on a telling. He ought to take him by the back of the neck and kick him down cellar! Leavin' a mess like that is."

"This store gets so rotten dirty before night comes it makes me sick!" said the kid. "The boss don't see dirt less you rub it on his face. Gee!"

"You seem to have a grouch, old sport," I said. "What's eating you—liver on the bum?"

"Nothin's eatin' *me*," he said, "only I can't stand for it. Goes on all the time about business being rotten and then he ain't taking care of what he's got. Store's so blame dirty nobody wants to come in it!

"Mrs. Jackson get her meat, Frank?" he called across to the clerk again.

"Search me," said Frank. "Didn't you take it up?"

"I ain't been give any meat to take up," he said. "I'll bet a thousand boss forgot all about it. He told her he'd have it there sure by 12 o'clock. It's quarter of one now. There'll be ——— to pay there!"

Just then the boss came in.

"Say boss, Mrs. Jackson's meat go up?" he said.

"Oh, Lordy no!" he said. "I clean forgot about that. You run right up with it. What time is it? Tell her we had to wait till some better meat came in."

You'd have died to see that kid's mug as he looked at me. He dassn't say anything, but it was all he could do to keep shut. When he came back to go out he came by me again and said "Ain't it ———?"

Now, I want to tell you. That kid, grimy little cusser as he is, is a better business man than his boss. And the chance is that if you watch him a little he could run that store better. He's got the makings, and don't you forget it. He sees things—sees 'em the way the customer would. That's worth a heap in business—in fact it's more than half. A lot of storekeepers can't see a blamed thing, even though it's right under their nose.

That's the reason I got up that idea—you remember that—to have some outsider come in the place once in a month and look things over.

If that kid ain't spoiled, he'll make good all right, you take it from me.

THE STROLLER.

Brooms On the Way Up.

All Manufacturers Will Sharply Advance Prices This Fall. Broom Corn Scarce and Manufacturing Costs High. Advance Mostly on Lower Grades.

Brooms appear to be on the advancing list. Broom manufacturers say that the data recently compiled by the United States Government on broom manufacturing has convinced them that they have been selling their brooms too cheap for ten years. This because of the inadequate methods they used of figuring cost.

Now that the majority of broom manufacturers are alive to the true situation, they say they find it not only necessary to increase their selling price to cover costs as the under normal conditions, bu the advance of from fifteen eral hundred per cent. in ma that it is absolutely necessary vise prices in keeping with vance of materials.

Aside from the slightly prices which would be ne even under normal conditi substantial advance in broom this fall and winter is sure to into effect by those manufa who are able to remain in ness.

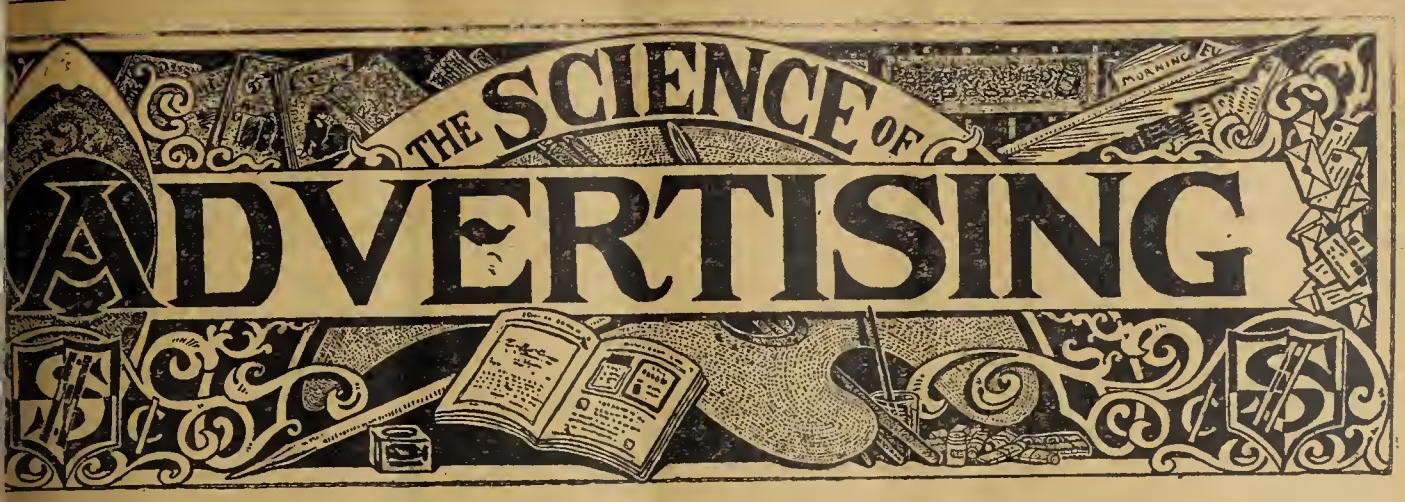
For the past two years th of broom corn has steadi creased and the consumpti brooms from all appearanc steadily increased. The equ point has been reached and with the result that the surplu of broom corn in the United has been used up, forcing ma turers to depend on the shor of this season.

With a demand greater th supply there can be only one and that is evidenced by the h broom corn market record many years, and it is problem whether all manufacturers w able to get enough corn to their needs.

In all probability the advan be largely on the lower grad well as lower priced brooms, are generally sold too near c production, and ofttimes The better grades give the de wider margin of profit and th sumer longer and more satisfa wearing service.

Retailers' Meat Profits Range Eight to Thirty-three Per Ce Who Says That is High?

Retailers' profits in sales range 8 to 33 per cent. on meats prepa the great centralized markets o country and from 15 to 38 per ce sale of farm prepared meats. gross profits were disclosed durin week in a report by a committe pointed by the Secretary of Agric to consider the economics of the situation. The report concluded a of five on various phases of th uation and relates to methods and of marketing live stock and meats. farmer's share of the gross re from centralized markets ra from 54 to 85 per cent., while fr to 5 per cent. went to pay marke penses and 2 to 9 per cent. was rec by the packers. On locally prep meats, from 62 to 84 per cent. o gross returns was received by the f er and from 15 to 38 per cent. by retailer.



M. Hertzog, of East Green- Pa., sends me a copy of a cir- he recently used, with the "Enclosed find my last week's lar, which brought good re- ." The circular is a small r, 4½ x 9 inches, printed in on greenish gray paper. It is oduced in the next column.

* * *

his is pretty badly set. The lines are the limit. The sheet o small for the advertisement, o put it another way, there is nuch matter for the size of the t. The side margins are hardly than an eighth of an inch. spoils the appearance of adver- g matter absolutely. No mat- ow artistic a job of typesetting have, if it is printed on a sheet small for it, the effect is gone. printer who values his reputa- for high class printing, or who vs what high class printing is, ld let such a job go out of his .

* * *

could make a lot of improve- t in the typographical appear- of this circular, but I am frank ay that that would not neces- ly improve results. It would l to, but a poor typographical earance does not always kill an ertisement. I have known some s where it has absolutely done but not in all. I would increase size of the heading, and set the heads in type that was not so k. That black, heavy letter is much of a contrast with the nce of the advertisement.

* * *

o much for the typographical of it. So far as the text is con- ned, the only thing I can sug- t is that the offers would have n very greatly strengthened by ning the brands. Is it by design t not one brand, except Ritter's mentioned? Cocoa, mustard, fee, cornflakes, oatmeal, matches, sins, canned pineapple—all pre- sumably package brands, yet not one mentioned. I cannot conceive of any reason for this, while as I see it there is every reason against it. It is much more alluring and impressive to say Genuine Wilbur's Cocoa, or Genuine Baker's, or whatever it is, than it is to say "cocoa." Of course it may be Mr. Hertzog's private brand; if so I should say that. There is a very great deal of strength in offering specific, identified things. Even if the brand was obscure, I should name it—any name is better than no name. The consumer won't necessarily think, because she has never heard of it before, that it is no good. And if it is not obscure—if it is a well known advertised brand—there is all the more reason why it should be mentioned.

TIMELY HINTS
FOR AUTUMN WEATHER

COCOA

A Pint Jar of Cocoa for - - 14c
2 Jars for - - - - 27c

MUSTARD

German Style in Screw Cap Jar with Wooden Spoon - - - - 9c

COFFEE

At a Special Price - - 16c a lb.
Fresh roasted and as cheap as lots of wholesalers ask.

MACKEREL

White, Fatty and a Beautiful Lot of Fish 10c each 3 for 25c

CANDIES

Chocolate Cream Drops - - 15c a lb.
Broken Stick Candy 12c a lb.
Broken Knox All Bars - - 18c a lb.

CORN FLAKES AND OATMEAL

A Large 9 Oz. Package Corn Flakes 5c
A 10 Oz. Pkg. Wrapped in Waxed Paper 8c
Why pay more for the same size package.
1 Pkg. Oatmeal and a Piece of Glassware. 10c
Try a warm dish of oatmeal on these cold mornings.

RITTER'S PURE APPLE BUTTER

11 Oz. Jar - - - - 10c
No preservatives, just apples, sugar and spices.

LARGE MEATY CALIF. PRUNES

1 lb. for 12c 2 lbs. for 22c.

3 Boxes Double Dipped Matches for 10c

RAISINS

Fancy Seeded pkg., 12c; Fancy Seedless, pkg. 15c
Now is the time to buy raisins to make the good old fashioned pies.

Extra Sliced Pineapples - 2 cans for 27c
Extra Fancy Rice, a Beauty in Every Particular 8c a lb., 2 lbs. for 15c

SPECIAL FOR TUESDAY, SEPT. 26, 1916
Ladies $1.50 Corsets at $1.35

NEW CORN MEAL

C. M. HERTZOG
EAST GREENVILLE, PA.

Note.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Preventing Wormy Chestnuts.

Worminess in chestnuts can be avoided in large measure, say entomologists of the U. S. Department of Agriculture, if the nuts when gathered are promptly fumigated with carbon bisulphid, all trace of which should be removed after fumigation by exposing the nuts to air. They also may be treated successfully with hot water, or subjected to dry heat in a kiln or oven. These measures destroy minute eggs and young grubs, unobjectionable on the whole, but which may later develop into worms and ruin the nuts. In any case, however, nuts should be carefully examined and defective nuts sorted out as completely as possible. Such treatment is especially important to those who ship chestnuts in interstate commerce, as such shipments, if wormy, fall foul of the Food and Drugs Act, which defines a food product to be adulterated if it consists in whole or in part of a filthy, decomposed or putrid animal or vegetable substance. In past seasons several consignments of moldy and wormy chestnuts have been seized on recommendation of the Department of Agriculture. Shippers would do well, therefore, to employ the measures recommended by the entomologists, because the eggs and minute grubs, unless destroyed before shipment, may develop in transit and thus ruin nuts apparently in sound condition when shipped.

A Peanut Butter Machine

will put you in a class by yourself—it will take you out of the ordinary and make your store headquarters for peanut butter, and you know you quickly sell other things once you have the people in your store. The A. W. Straub Co., of 3722 Filbert street, Philadelphia, makers of the Quaker City Peanut Butter Mill, will send you one on thirty days' trial. Become a manufacturer and see the difference in your profits.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one. W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.
ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.
C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.
L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.
HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.
P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.
EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off retail list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 142.

50 cases 12-oz. A. P. W. Full Weight Brand toilet paper, 100 rolls to a case, $6 case.

10 cases Picnic California Apricots, 85 cents doz.

15 cases Indian Cornstarch, 75 cents doz.

50 cases Sano Cleanser, 4, $2 case.

15 cases ½-lb Yellow Tail Fish, 75 cents dozen.

20 cases assorted Nesnah, 60 cents doz.

25 cases No. 2 Red Cherries, 75 cents doz.

15 cases No. 3 New York State Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 cents doz.

200 Egg Crates, at low price.

20 gross Sanitary Jar Caps, 50 cents gross. WITMAN BROS.,
40 N. Tenth St., Harrisburg, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.
"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.
CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.
J. S. PETERS,
415 Curtin St., South Williamsport, Pa.

Offer No. 146.

One $350 check-throwing, total adding National cash register; has double banks of keys, one of which can be used for stamps if desired; in use 2½ years and for sale on account of closing store in which used; perfect order One Acme style delivery push ca perfect order; cost $30, used 2½ y sell for $12; made by Fischer & wagon builders, Twelfth and Col avenue, Philadelphia.

Either of these articles can be at 1901 Orthodox St., Frankford, delphia.

Offer No. 147.

100 cakes Celluloid Starch, cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starc cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Star cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed dine, 10-cent packages, at 6 cent package.

60 cakes Brilliant Scouring Soa cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent at 3 cents per cake.

25 cakes Enoch Morgan's Sapol cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.
FULTON GROCERY,
601 N. Plum St., Lancaster,

Important Notice to those Advert in the Exchange Department

If the goods advertised do not after four weeks, will the owner k notify us, so that the offer may be continued? We desire to keep the partment as clean and fresh as pos and if goods don't move in four w they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "M Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten ce postage to pay for remailing the same. The price of each insertion is two cents per word in advanc

HELP WANTED

WANTED.—A live-wire clerk (grocery and meat cutter preferred) who can take full charge when necessary; must be a good, quick worker and come highly recommended; good pay to right man. In a city of about 80,000, in Connecticut. Address, giving full details, C. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 19

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

WANTED.—At once, a practical grocer, one that is in the business now and fully understands the trade, married, not under 30 years of age; permanent position, with prospects of becoming partner. Do not answer except willing to locate in Reading. Adress J. H. Cassel Co., Reading, Pa. 18

FOR SALE OR RENT

STORES.

FOR SALE.—Grocery and meat market, doing about $15,000 a year; stock and fixtures in first-class condition, and would average about $2,000; located in one of the best sections of a town having about 18,000 population; store rents for $12 a month; no teams required and no goods delivered; good reasons for selling. Address R. P., care Grocery World Publication Co., 927 Arch St., Philadelphia. 19

FOR SALE.—General country store property and stock about $7,500, doing a business of $25,000 per year on stock of less than $4,000, with two men and light helper. A rare chance; in rural district; convenient to churches, schools, railroad, etc. No huckster routes; books. Can be increased $5,000 w out much effort. Buildings new. dress "M. K.," care "Modern Merch and Grocery World."

FOR RENT.

FOR RENT.—Modern store and dw ing for rent in Bethlehem, Pa., cor Broad and High streets. Address E Koegel, Lehighton, Pa.

FIXTURES.

FOR SALE.—One four-burner Hum rey outside lamp; used but one mon in perfect condition and guarante cost $9, will sell for $5. Address Dan R. Roth, 406-08 N. Sixth St., Readi Pa.

MISCELLANEOUS

WE MANUFACTURE A VERY R liable 10-cent cigar, 5-cent and 2-for- cent cigar. Sold direct from the fa tory to retailers. Can be bought fro 100 cigars upward. If interested wri for particulars and save agents' profi and get quality goods. Address Med Cigar Factory, Codorus, Pa.

WANTED.—By man with bank an business reference to back him as buye and manager of large retail grocery an meat store. Can assure my employe any desired percentage of profit. Pas record will show that I am considere an expert in the handling of a reta business. Can furnish cash bond, i necessary, to secure a good paying posi tion. Address F. P., care Grocer World Publication Co., 927 Arch St. Philadelphia. 19

This Space Reserved

for

C. Wilkinson's Sons

The fact that an article has been nationally advertised, and is in some demand, is not alone sufficient to warrant you in featuring it.

Only that fact *plus* the further fact that it is of unquestionable quality, and pays you a fair profit, can warrant you in doing that.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, OCTOBER 23, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	80
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Paper Bags, Panther and Wolf
Paper, No. 2 Manilla and Silk Fibr
Flour
Peas and Beans
Corn Goods, Quaker Oats Co.
Fresh Fish
Lard and Compound, Swift's
Lard and Compound
Live Poultry

DECLINES.

Eggs
Provisions

—1—

SUGAR.

	Barrels.
Cut Loaf	8.45
Eagle Tablets	9.30
Crystal Dominoes, 24 5-lb. pkgs	10.30
" 60 2-lb. pkgs	10.30
Patent Cubes	7.80
Confectioners' Lozenge	7.45
Powdered	7.40
Fruit Powdered	7.30
Dessert and Table, 2-lb. cartons, 48 lbs.	7.60
Granulated, fine or standard, McCahan	7.35
" " Franklin	7.35
" extra fine, bbls	7.30
" " 2-lb. bags	7.70
" " 5-lb. bags	7.70
" " 10-lb. bags	7.60
" " 25-lb. bags	7.60
" " 100-lb. bags	7.30
" coarse	7.45
Confectioners' Crystal A	7.30
A Confectioners'	7.20
A No. 1	7.15
A No. 2	7.10
Franklin B	6.95
Extra C	6.70
C	6.55

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.24 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.32
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, In 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I. and C.	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins ... per doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins ... per tin 1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins ... per tin 2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ... per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ... per doz.	.75
Mica, ¼ gross ... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz ... per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23
Mocha Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mlld	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¼
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (t. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	.....
Tomson-Hummels, tin, ½ gross ... per gross	2.60
" imp., ½ gross ... "	2.15
Floto's, improved, ½ gross ... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30-60 lbs	.30-
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box ... per box	1

JARS AND JAR RUBBERS.

Mason's—	Per
Half gallons	7
Quarts	5
Pints	4
"Good Luck" Rings—	Per
Case lots of 12 gross	
Less case lots	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
	Pe
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per g
½-gross boxes, no rubbers	2.
Jelly glasses, fluted, bbls. 24 doz ... per doz.	.

CATSUP.

Snider's—	Per
16 oz., 8 doz	2.0
8 oz., 2 doz	1.2
Ritter's—	
Tomato, ½ pint, 2 doz	.9
Tabasco, ½ pint, 2 doz	.9

KETCHUP.

Curtice's "Blue Label," Tomato—	Per c
Small, 25 bottles	2.8
Medium, 25 bottles	4.4
Large, 12 bottles	3.5

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CANNED GOODS.

d Beans—
ter's 1.00
& M., No. 2 ..... 1.20
mpbell's, 16 oz., tomato sauce or Boston
tyle ..... per case .....
der's, No. 2 ..... 1.40
n Camp's, No. 2 ..... 1.40
ikshank's, No. 2 ..... 1.35
inz's, No 2 ..... 1.40
g's Head, No. 3 ..... 1.45
cory, No. 1 ....
itoes—
ndard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .80
" " No. 3 ..... 1.10
Beans—
ndard, New Jersey, No 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
icy, small, No. 2 ..... 1.65
g Beans—
ndard, New York, No. 2 ..... 1.10
tra fancy, New York. No. 2 ..... 2.00
icy, New York, No. 2 ..... 1.50
ndard, Maryland, No. 2 ..... .60
Kidney Beans—
ndard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... 1.00
—
ndard, New York, No. 2 ..... .90
icy, New York, No. 2 ..... 1.00
ndard, Maryland, No. 2 ..... .85
" Maine, No. 2 ..... 1.25
icy, Maine, No. 2 ..... 1.25
e Peg, No. 2 ..... .85
ioje grain, No. 2 ....
—
ndard, New York, No. 2 ..... 1.15
ed, New York, No. 2 ..... 1.50
tra sifted, New York, No. 2 ..... 2.00
ndard, Southern, No. 2 ..... .85
ed, Southern, No. 2 ..... 1.00
tra sifted, Southern, No. 2 ..... 1.40
ndard, Indiana, No. 2 ..... .85
ed, Indiana, No. 2 ..... 1.00
tra sifted, Indiana, No. 2 ..... 1.40
ndard, Wisconsin, No. 2 ..... 1.10
ed, Wisconsin, No. 2 ..... 1.40
tra sifted, Wisconsin, No. 2 ..... 2.00
—
ndard, New York, No. 2 ....
" " No. 3 ..... 1.25
" New Jersey, No. 2 ....
" " No. 3 ..... 1.10
otash—
ndard, New York, No. 2 ..... 1.00
icy, New York, No. 2 ..... 1.25
ndard, Maryland, No. 2 ..... .95
icy, Michigan, No. 2 ..... 1.20
ragus—
all, No. 2½ 2.00
dium, No. 2½ 2.20
rge, No. 2½ 2.50
os, No. 1 ..... 2.25
kins—
ndard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
ch—
ndard, Maryland, No. 3 ..... 1.05
Krout—
ndard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .70

California Canned Fruit.

cots—
tra, No. 3 ..... 2.75
" No. 2½ 2.25
tra Standard, No. 2½ 1.90
ndard, No. 2½ 1.75
ett Pears—
tra, No. 3 ....
" No. 2½ 2.50
tra Standard, No. 2½ 2.30
ndard, No. 2½ 2.15
e Cherries—
tra, No. 3 ....
" No. 2½ 2.90
tra Standard, No. 2½ 2.75
ndard, No. 2½ 2.40
hes, Lemon Cling, Sliced—
tra, No. 3 ..... 2.95
" No. 2½ 2.00
tra Standard, No. 2½ 1.75
ndard, No. 2½ 1.50
hes, Lemon Cling—
tra, No. 3 ..... 2.95
" No. 2½ 2.00
tra Standard, No. 2½ 1.75
ndard, No. 2½ 1.50
hes, Yellow Crawford—
tra, No. 3 ..... 2.80
" No. 2½ 2.00
tra Standard, No. 2½ 1.70
ndard, No. 2½ 1.40

Eastern Canned Fruits.

es—
w York State, No. 3 ..... .90
" " No. 10 ..... 2.75
berries—
syrup, No. 2 ..... 1.35
water, No. 2 ....
ries—
hite Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
hes—
ble, No. 3 ..... 1.35
conds, No. 3 ..... 1.15
e, No. 3 ..... .85
s—
rtlett, Extra Standard, No. 2½ 2.00
ifer, syrup, No. 3 ..... 1.25
" water, No. 3 ..... .90
ns—
avy syrup, No. 2½ 1.25
ght syrup, No. 2½ 1.00
berries—
ine, in water, No. 2 ..... 1.40
wberries—
tra preserved, No. 2 ..... 1.80
eserved, No. 2 ..... 1.60
water, No. 2 ..... 1.20

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Pineapples—
Hawaiian, Extra, No. 2½ 2.15
" Standard, No. 2½ 1.90
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Ollve Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	23.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," ollve oil, 50	9.00
Bouillnn "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ⅛s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

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Libby's—
Compressed, No. 1, key, 2 doz 2.40
" No. 2, key, 1 doz. 4.45

Chipped Beef.

Armour's—
Sbield, No. ½, 2 doz. 1.50
" No. 1, 2 doz. 2.50
Veribest, tins, small, 2 doz. 1.65
" " large, 1 doz 2.65
Libby's—
Peerless, small, 4 doz ..... .95
" medium, 2 doz 1.40
No. ½, glass, 2 doz 1.85

Sausage.

Armour's—
Vienna style, No. ½, 2 doz ..... .92½
" No. 1, 2 doz 1.85
" No. 2, 1 doz 3.70

Sliced Beef.

Armour's—
Glass, small 1.65
" large 2.65
Swift's—
Premium, No. 1, glass 3.50

Loaf Goods.

Armour's—
Beef, No. ¾ 1.40
Chicken, No. ¾ 2.25
Ham, No. ¾ 1.40
Veal, No. ¾ 1.40

Roast Beef.

Armour's—
No. 1, 2 doz 2.40
No. 2, 2 doz 4.50
Libby's—
No. 1, 2 doz. 2.40
No. 2, 1 doz. 4.32½
Kingan's—
No. 1, 2 doz 2.50
No. 2, 1 doz 4.85

Lunch Tongue.

Armour's—
Whole, No. ½, 2 doz. 2.05
" No. 1, 2 doz. 3.60
Libby's, No. 1, 2 doz 2.70

Whole Ox Tongue.

Armour's—
Whole, No. 1, 1 doz. 5.75
" No. 1½, 1 doz. 8.45
" No. 2, 1 doz. 9.20
" No. 2½, 1 doz. 12.20
" No. 3, 1 doz 15.85
Libby's, No. 2½, 1 doz. 11.90

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwicb Paste, 100s 30.00

Potted Chicken.

Armour's—
Chicken, No. ¼, 2 doz. 1.65
Libby's—
No. ¼, 2 doz 1.62½
R. & R., No. ½, 4 doz. 1.75

Boned Meats.

Armour's—
Chicken, No. ¼, 4 doz. 2.15
" No. ½, 2 doz. 3.45
" No. 1, 1 or 2 doz. 6.30
Turkey, No. ½, 2 doz. ....
" No. 1, 1 or 2 doz. ....
Curtice Brothers' Blue Label, in tins—
Chicken, No. ½ 3.55
" No. 1 ..... 6.25
Turkey, No. ½ 3.55
" No. 1 ..... 6.25
Whole Rolled Ox Tongue, No. 2 ..... 16.00
Boneless Wbole Ham, No. 1½ 11.50
" " No. 2½ 16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, wbich are 1 dozen.

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SOUPS.

Tbe Franco-American Food Co.—

Readymaid Concentrated Soups—	Quarts.	Pints.	½-Pints.
Twelve varieties, 10½ oz., 4 doz.			Per doz. .90
Soups—			
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90

Campbell's, No. 18, 10½ oz., 4 doz.— Per case
Tomato 3.80
Other kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Cbowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Cbicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70

No. 4 contains 6 Cbicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato ..... .90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Cbocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.21
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅙-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Cbocolate, ⅛s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Cbocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ¼-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 6o-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ⅛s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Cbocolate, ⅛s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Cbocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ⅛s, 6 and 12-lb. boxes	.23
Cbocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Cbocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—		
12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	4.75
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.69	¼ lb	.57½
½ "	.83	½ "	.69
1 "	1.11	1 "	.92½
2 "	1.47½	2 "	1.23
3 "	1.75½	3 "	1.46
4 "	2.17	4 "	1.81
5 "	2.49½	5 "	2.07½
6 "	3.04½	6 "	2.54
7 "	3.32½	7 "	2.77
8 "	3.55½	8 "	2.96
10 "	4.01½	10 "	3.34½
11 "	4.57	11 "	3.81
12 "	4.71	12 "	3.92½
14 "	5.95½	14 "	4.96½
16 "	6.37	16 "	5.31
20 "	7.15½	20 "	5.96½
25 "	7.89½	25 "	6.58
30 "	8.45	30 "	7.04
35 "	9.79	35 "	8.15½

Manilla—	
All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.....
20x30, "	.....
24x36, "	1.80

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good quality, 200 rolls	3.50

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.85	.71
½ "	10M	1 02	.85
1 "	8M	1.37	1 14
2 "	6M	1 82	1.52
3 "	5M	2.16	1.80
4 "	4M	2.68	2 23
5 "	3M	3.08	2.56
6 "	3M	3.76	3 13
8 "	2M	4.39	3 65
10 "	2M	4 96	4.13
12 "	2M	5.81	4.84
14 "	1M	7.35	6.12
16 "	1M	7.86	6.55
20 "	1M	8.83	7 36
25 "	1M	9.74	8.12

Flour Sacks, satchel bottom—	
Majestic Extra Heavy	Plain per 100
12½ lbs., 1/16 bbl	.62
24½ lbs., ⅛ bbl	1.28
49 lbs., ¼ bbl	1.98

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No. 7, Manilla, llght weight—	Per lb.
12 in. rolls	.06⅛
15 "	.06⅛
18 "	.06⅛
20 "	.06⅛
24 "	.06⅛
Silk Fibre, No. 1—	
9 in. rolls	.07
12 "	.07
15 "	.07
18 "	.07
20 "	.07
24 "	.07
30 "	.07

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.85
" 2 doz	3.45
Challenge, 4 doz	5.05
Magnolia, 4 doz	5.65
Dime, 4 doz	4.25
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.15
Star, 4 doz	5.65

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.25
" " small, 6 doz	3.25
" " family size	3.90
Silver Cow, small, 6 doz	3.25
St. Charles, small, 6 doz	3.25
" tall	4.25
" confectioners' size	4.25
Pearl, tall	4.25
" small, 6 doz	3.25

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18
Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	.....
" large, 1 doz	"	2.00
" " with horseradish	"	.....

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Wein Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		.....
" " loaf,	less	.....
Sap Sago, 3 to lb	cask, per lb.	.....
" " less than cask,	"	.....
Roquefort	12 in case,	.....
" less than case,	"	.....
Parmesan, about 30 lbs	loaf,	.....
" less than loaf,	"	.....
Edam, 12 in case	case	.....
"	single	.....
" in tin	per lb.	.....
" 1-lb. tins	per case	.....
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	.....
" " medium,	"	.....
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		.....
Edelweis, Romatour and Bier-Kase	per doz.	.....
American Swiss, No. 1	loaf	.....
" No. 1	less than loaf	.....
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.19
" No. 1	less than ½ box	.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.....
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4 50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	.....
Weiner Wurstel, 16 in tin	per doz.	.....
" 8 in tin	"	.....
Imported Cervelat Sausage, Rolfi's	per lb.	.....
Imported Frankfurters	per doz.	.....
Goose Breast, imported, marked weight	per lb.	.....
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	.....
" Diamond S	.29	.....
" G. A. P	.....	.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	" .....
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.35
Milkers, Y. M	"	1.50
Mixed, standard, bbls		.....
" ½ bbls		.....
Milkers, standard, bbls		.....
" ½ bbls		.....
Scotland—		
Mixed, large, fulls, bbls		.....
" " ½ bbls		12.75
Milkers, " bbls		.....
" " ½ bbls		.....

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Marinirte Herring, imported, about 40 in pail		2
Roll Herring, imported, about 25 in pail		
Spiced Herring, imported, about 40 in pail		
Norway Stockfish, dry	per lb.	
Matjes Herring	piece	

Bismarck Herring.

Round tins, with key, pint	per doz.	2
" " quart	per tin	
" " 2 quarts		
" " 4 quarts		1
Roll Mops, 4-quart tin		1
" 2-quart tin		
" quart tin		
Kruger's Roll and Brat Haring, oval tins, doz.		

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz. 3
Original package	per ½ bbl.
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz.
" ½-lb tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg 3
" pint jars	per doz. 5
" large tumblers	"
" small tumblers	" 2

Russian Caviar.

1-lb. tins	per doz.
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular S

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl. 13
15-gal. kegs, about 500	per 100
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask
48-gal. bbls	per bbl.
10-gal. kegs	per keg.
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.5
" " 10-gal. keg	4.5

Sundries.

German Egg Potatoes, bags 110 lbs	per bag
Green Kern	per lb. .3
Potato Flour	" .0
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	" .0
St. John's Bread	"
Bay Leaves	" .0

COTTOLENE.

Cases, small, medium or large cans	7.2
Tierces, about 350 lbs	.1
½ bbls., about 180 lbs	.1
Tubs, about 65 lbs	.1

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	.2
Picnics, full cream, fancy, new, 20 lbs	.2
Swiss, domestic, about 30-lb. blocks	.2
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz. 1.3
" Club, 2 doz	" 1.0
Red Edam	each 1.6
Philo Cream, 1 doz. 10c. size	per doz. .9
Elkhorn Pimento, 1 doz	" 1.4

EGGS.

	Per do
Nearby, candled and selected, 30 doz	.4
Western, selected	.3
Milhen Farm	.4
Awltru, packed in cartons	.4

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FANCY GROCERIES.

nd Staple Paste, 5-lb. cans.....per lb.	.33
ovies, in oil, 6 ring bottle.....per doz.	6.50
" " 3 ring bottle..... ... "	3.25
rs, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
n Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case ..... "	.....
ies in Maraschino, glass, 1 doz.. "	7.00
Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
e Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
:h Peas, extra fine .....per case	21.00
ann's Irish Oatmeal—	
). cans.....per doz.	3.35
). cans.....per tin	.70
b. cans ..... "	1.65
ley & Palmer's Biscuit, packed 7 and 5	
os. in a can—	Per lb.
it Beurre.....	.33
ner.....	.42
akfast.....	.42
Pepper, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
stone jars, 4 doz.....	1.75
dore Marquett Mushrooms—	Per case
st choice.....	41.00
oice, 100 tins.....	39.00
tel, 100 tins.....	36.00
les—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
ips, pickled, small size.....	.90
Dunbar's, 2 doz.....per doz.	2.75
in Cordial, Bishop's, 1 doz..... "	6.50
alized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
Juice, Rose's..... "	5.00
r Rose Water..... "	2.25
Peach Water..... "	2.25
d Olives..... "	5.25
Franco-American Food Co.—	Per doz.
oths for invalids, all kinds, ½ pints, 4 doz.	1.40

JILLON CUBES AND LIQUIDS.

o Bouillon Cubes—	
r tin, 100 cubes.....	1.70
" 50 cubes.....	.90
r doz. tins, 12 cubes eacb	2.75
co Clam Bouillon—	
oz. bottles, 1 doz.....	2.00
oz. bottles, 1 doz.....	3.75
co Tomato Bouillon—	Per doz.
t bottles.....	6.00
art bottles	9.00
llon jugs.....each	2.75
g's Oxo Cubes—	Per doz.
4s, 10c. size.....	.85
10s, 25c. size.....	2.00
ns, 100 cubes.. .....per 100	1.65
our's Beef, Clam and Chicken Cubes—	
all boxes, 12 cubes, 1 doz.....	2.50
edium boxes, 50 cubes .....per tin	.90
rge boxes, 100 cubes..... "	1.70
our's Concentrated Bouillon—	
rs, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
our's Tomato Bouillon—	
ttles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
ncy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

our's Solid Extract of Beef—	Per doz.
rs, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
our's Fluid Beef Extract—	
ttles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
sota	9.50
Midas	10.35
Medal	9.60
bourne	9.90
Top	10.15
bury's Best.....	9.50
per Idem	8.35
e of the West.....	8.10
eam	8.00
ker.....	9.30
Seal.....	8.30
y White	9.90
ker's Best.....	9.30
ith Imperial.....	9.25

Prepared Flours.

	Per case
illa Prepared Doughnut, Cake, Ginger-	
bread and Tea Biscuit Flour—	
doz. 14-oz.....	1.44
doz. 28-oz.....	2.40

Either straight or assorted cases

Self-Raising Flour.

ker's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
le Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s	2.60
to, 18 pkgs	1.65
t Jemima Buckwheat, 36s.....	3.25
" Pancake, 18s.....	1.45
o Buckwheat Mixture, 30 10c. cartons.....	2.25
o Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.07
New York State Marrows, new, bags about 2½ bushel	6.00
Pea, fancy, new, bags about 2½ bushel.....	.....
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	3.90
Yellow, split, domestic. 1 bushel bags.....	3.80
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.32½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.35
" " table, 100 lbs.....	2.32½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.37½
Grits, 100-lb. bags..... "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.85
No. 3, 100-lb. bags.....	3.85
Oatmeal—	
B, bbls.....per bbl.	6.21
B, 100 lbs.....per keg	3.23
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.07½
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs .....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.95
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" tins, 36s	4.00
Quaker Oatmeal, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.85
" yellow family, 10s	1.85
Quaker F. S. Hominy, pearl or gran., 24s	1.85
" " 10s	1.85
Mother's Hominy, pearl or gran., 24s.....	1.85
" Cornmeal, No. 2, white, round, 24s.....	1.85
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.90
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.75
Saxon Wheat Food, 24s	2.95
Mother's Wheat Hearts, 18s.....	2.15
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.85
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.60
Schumacker XXX Graham, 10 10s-20 5s..	4.15
Scotch Brand Pearl Barley, 24s.....	1.90
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



	Per doz.
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "1-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	26.00	13.60	7.00	1.55
Fat Irish, No. 3	350-400	25.00	13 10	6.75	1.50
Sum. Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Sum. Irish, No. 5	460-500	20.00	10.60	5.50	1.25
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Shore, round, large.....	9.00	5.10	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink....	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Sbad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.18
Bass Native	-....
Salmon, fresh.....	-.16
Eastern Cod	-.15
Croakers	-.08
Large Hake	- 10
Haddock	-.08
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.14
Eels	-.12
Rock Fish.....	-.15
Lobsters.....	-.43
Flounders	-.10
Large White Perch	-.15
Sea Bass	.08 -.16
Blue Fish.....	.18 -.20
Porgies.....	-.08
Fresh Mackerel.....	-.35
King Fish	-.09
Weak Fish	.07 -.14
Butter Fish.....	-.10
Tile	-.09

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs.	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¾
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz.	72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid....per doz.	6.30
Square, Oriental Red, 1 oz., 1 doz., per gross	3.38
" Green, Blue or Violet, 1 oz., per gross	3.38
" Magic Black, 1¼ oz., 1 doz., per gross	3.38
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.38
Letterine, show card ink, 2 oz., all colors, per doz.	.68

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners.....		.60 .65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

Atmore & Son—	Per lb
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs.	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystooe—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs.	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70

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Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs..	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.....
35 and 18-lb. tubs	.....
Packages not returnable.	

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 12 to case	3.90
Half-gallon, 12 to case	6.85
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Medium, 12 to case	4.80
Large, 6 to case	4.80
5 Gallons, 2 to case	.....
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. caos	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4⅛-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

	Pe
Large, 1 doz	
Medium, 2 doz	
Small, 2 doz	

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	Per
Jumbo	
Fancy, hand picked	
Big Nickel....100 cartons	

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	1
10-gal. keg, 1300s	1
5-gal. pail, 650s	
16-gal. keg, 3600s	1
10-gal. keg, 2200s	1
5-gal. pail, 1100s	
16-gal. keg, 5000s	2
10-gal. keg, 3000s	1
5-gal. pail, 1500s	
16-gal. keg, 7500s	2
10-gal. keg, 4500s	1
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	1
32-gal. bbl., 1200s	1
16-gal. keg, 600s	
45-gal. bbl., 2400s	1
32-gal. bbl., 1600s	1
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	2
32-gal. bbl., 2400s	1
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	

VINEGAR.

	Pe
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distllled, white....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skioned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picoics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" alr dried, sets	
" " tenders and knucks	
Brisket Pork	28
Jersey Pork, butt....per bbl.	28
" family... "	29
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs....per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.

SCRAPPLE.

	Per
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.
3 doz. 12-oz. cans	2.

LARD AND COMPOUNDS.

	Per
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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Pure Lard—
s, 50 lbs. net weight.....per lb. .17¼
s, net..... " .17
10 tins.....6 in crate 10.95
5 tins.....12 in crate 10.87
3 tins.....20 in crate 11.10
ound— Per lb.
rces and tubs, about 340 lbs ..... .13⅞
b. tubs ..... .14
b. tin pails, 60 lbs..... .13
b. " 60 lbs..... .13⅛
b. " 60 lbs..... 13¼

DRESSED MEATS.

Dressed Stock— Per lb.
ers..... .11 -.15
fers..... .16 -.13½
ws..... .08 -.12½
d Calves..... .14 -.16
ra Calves..... .... -.18
thers and Barnyards..... .11 -.13
ntry Dressed..... .14 -.15
ras..... -.17
ep..... .14 -.15
ra Wethers..... -.16
nbs..... .16 -.17
ra Lambs..... -.18
gs..... -.14

BUTCHERS' SUNDRIES.

Steer Tongues.....each ..... -.80
Tongues..... -.60
Heads, scalded..... .50 -.75
Breads, veal.....per pair .75 -.80
" beef.....per lb. .25 -.30
Livers..... " .25 -.30
Kidneys.....per doz. 1.25
Livers..... .10
ls.....per doz. 1.20
s, beef.....per lb. .05
beef..... 16.00
rloin, beef, western..... .22
Pork, loins, city..... .20
" " western..... .19

DRESSED POULTRY.

ys— Per lb.
zen, Young hens and toms..... .34 -.36
" Old toms..... .30 -.32
" Common to good..... .20 -.25
sh killed..... .30 -.32
rs—
ladelphia, fresh killed, 2 to 4 lbs.
er pair..... .32 -.34
ir-by, fresh killed, 2 to 4 lbs. per
air..... .32 -.34
zen, 3 to 4 lbs. per pair..... .32 -.34
ing Chicks—
5 lbs. each..... .27 -.30
3½ lbs. each..... .24 -.25
s—
sh killed, 4 to 5 lbs. each..... ..... -.25
" 3 to 3½ lbs. each..... ..... -.23
ocks..... ..... -.18
Island Ducks, fresh killed..... .24 -.25
s— Per doz.
me, fancy, large..... 5.75 -6.50
ed..... 3.00 -4.00
all and dark..... 2.00 -3.00

LIVE POULTRY.

g Chicks— Per lb.
to 2 lbs. each..... .21 -.23
ge..... .21 -.23
s..... .22 -.23
ocks..... ..... -.15
s—
ung..... .17 -.18
l..... .14 -.15
eys..... .26 -.28

PRESERVES, JELLIES, JAMS AND MARMALADES.

s— Per doz.
ter's, pure, assorted and grape..... .95
" " currant..... 1.35
himmel's, 8-oz. tumblers..... .90
tional, 16 oz., 2 doz..... .95
" No. 3 F. T. tin, 2 lb. 6 oz. net.... 2.15
rves— Per lb.
ter's, pure, 11½-oz. bottles..... 1.85
himmel's, pure, 12-oz. jars, 2 doz...per doz. 1.75
tional, 30-lb. pails..... .10¼
uthwark, 30-lb. pails..... .07½
—
himmel's, pure, 10-oz. jars, 2 doz..... 1.45
uthwark, assorted, jars, 2 doz..... .95
ge Marmalade—
rtley's imported, 4 doz..... 2.10
himmel's, pure, 2 doz..... 1.60
: Butters— Per doz.
ple, Southwark, 30 lbs..... per lb. .04½
' Ritter's, 11-oz. octagon..... ..... .95
' Schimmel's, 30-lb. pails.....per lb. .07½
' " 3-lb. slip cover tins. 1 doz.....per doz. 3.25
' " 2½-lb. stone jars, cloth top, ½ doz...per doz. 3.25
' " 40-oz. stone crock, glass top, ½ doz...per doz 3.50
' Mother Cook's, No. 14, 2 doz....doz. .85
ach, 30-lb. pails.....per lb. .....

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.75
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's— Per doz.

Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80

Iron Glue, McCormick & Co.—

No. 5	.45
No. 10	.85
Tube V	.85

McCormick & Co., Bee Brand—

Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case 4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Rellable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons.....each	5.00
" gallons.....each	9.50

Sauer's Flovoring Extracts—

No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal.	.....
" ½ bbls., 28 gals.....per ½ bbl.	.....
" kegs, 14 gals.....per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs.....per 100	1.35
Kegs, 150 lbs.....per 100	1.45
Granulated, 60-lb. boxes.....per box	1.10
" Monogram Brand, 24 2½-lb. pkgs.....per case	1.10

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" No. 2, 1 doz	4.20
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun.....per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 6 doz	3 00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.85
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 12s	per doz.	.45
Queen Anne Scourer, Lautz, 30 cans		1.80
" " " 60 cans		3.60
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.75
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s.....per gross	9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.40
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marsellles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 45
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.40
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Contl, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs...200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

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Snow Maid Scourer, 60 cans	2.40
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.40
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantlty		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04½
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¼
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.92
" " 48 5c. pkgs "	1.84
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03¾
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06¼
" 16 3-lb. cartons	.06¼
" 6-lb. boxes	.07¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	3.20

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	1.96
No. 2½, 2 doz	2.58
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.95

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WAR

Brooms.

No.	P
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	P
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	P
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	P
Polish Mop, large size	1
" smaller size	
Triangle Mop, large size	1
" small size	
Dusting Mop, black, large size	1
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	P
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	P
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	P
No 0, All Mexican fibre	
No. 1, Prepared fibre	1
No. 7, All pure bristles and full	1
No. 16, All pure bristles, socket dauber, solid back	2

Wall Brushes.

	P
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	1
No. 10, A	2

Dusting Brushes.

No.	P
7X, 10c. size	
8, Gray, patent fibre	1
18, All horse hair	1
21, " white tipped	2

TOBACCOS—PLUG.

	P
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per g
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.
Sensation, ⅙ gross	6.
Wild Rose, ⅓ gross	6.
Omega	6.
Union Leader	6.
Red Man, ¼ gross	6.

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz. "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, October 30, 1916. No. 18

OCT 30 1916

The retail merchant who can't make money today, with the whole United States full of money, will never make it no matter what happens.

Mean Fraud Charged Against Unnamed Spice Manufacturer.

A Contributor Throws New Light on Potato Shortage. Says No Relief Can be Expected From Abroad.

Dr. Wiley, Former Government Chemist, Now a Free Lance, Says He is Much Dissatisfied With Federal Food Law Up to Date.

All the Regular Departments.

The magazines and street cars are now advertising

HEINZ Spaghetti

Since we began to cook Spaghetti in the Heinz kitchens four years ago, the demand for Heinz Spaghetti has increased with such rapidity that it has become a great national dish.

Display Heinz Spaghetti on your counter and in your window and ask your customers to try a can under our guarantee. Grocers everywhere are profiting by the popularity of this wholesome and nutritious food product.

H. J. HEINZ COMPANY

Pittsburgh, Pa.



IT MADE ME TIRED

keeping them from overrunning their credit, smoothing out their grouch, pleasing the suspicious customer, looking after the bookkeeping, worrying over forgotten charges, etc. Our

INDEXED COUPON BOOKS

would have been a great relief. All sizes, for cash or credit business, or both. F. O. B. destination. Inexpensive. Try a hundred, assorted sizes and prove their merits.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES AND LITERATURE FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



Making People Eat More Codfish

If you have an idea that codfish is codfish, you are as wrong as you can be. There are as many grades of codfish as there are of butter.

There is all the difference in the world between **Gorton's Codfish** and some codfish we could show you, which is perfectly pure.

Any one of your customers could detect this difference. Perhaps they have detected it and stopped using the codfish you have been selling them.

If all the codfish was like **Gorton's,** the consumption of codfish would increase five fold. **Gorton's Codfish** is pure, old-fashioned codfish of the finest quality money can buy. You can sell more of it than you can sell of any other brand, because more people will want it, and all that want it will want more of it. Your jobber.

Gorton-Pew Fisheries Company

GLOUCESTER, MASS.

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant
AND
Grocery World

ublished every Monday.

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Westfield Standard Fight Made Hotter By Article in "McClure's" on Getting Allyn

Makes Ugly Charges Against Curtice Bros., of Rochester. Article Attempts to Hold Up Allyn as Exemplar of Food Purity. Curtice Bros. Make No Answer to Charges, But Doubtless Could Do So.

This paper has devoted some attention during the last few months to the criticism of the Westfield standard of food purity, which has become rather loud in certain quarters. The Westfield standard emanated from some investigations originally made by the Westfield, Mass., Normal School, in which Lewis Allyn taught chemistry. In the course of his class work, he discovered that many foods were adulterated and he devised a sort of code of honesty and purity in food products, which came to be called the Westfield standard. Eventually this became corrupted into an advertising scheme by certain New York publishers, who took both Allyn and the Westfield standard up and exploited them in all sorts of ways, chiefly as a means of getting advertising. Finally criticism arose, and Allyn got out of the school and out of the Westfield Board of Health. He and his Westfield standard were then taken bodily over by the publishers referred to, but there is still the feeling among the trade that the Westfield standard was something official, whereas it never was official, but was simply a standard of food purity—a very good standard, in the main—adopted arbitrarily by somebody in Westfield.

During the last few months the criticism of the scheme as an advertising proposition pure and simple has become louder and louder. It has emanated from the American Chemical Society and from charges filed by a Massachusetts State Senator with the Federal Trade Commission, and from other sources. An effort has been made to stem the tide, but it has not been very successful. The latest effort takes the form of an article in the current "McClure's Magazine" on "Getting Allyn," which is a long history of the many excellencies of Allyn and how the wolfish food adulterators have planned for years to destroy him. Naturally the article is biased and distorted. There is nothing new in it except an attack on Curtice Bros., of Rochester, N. Y., manufacturers of Blue Label Ketchup. In part this is as follows:—

> Sometime along in 1910 a strange thing happened to Nelson H. Armington, who had New England for Curtice Brothers Co., the firm that makes Blue Label Ketchup. For some little time before their business had been falling off in Westfield. It seems that the grocers there were giving up using the Curtice stuff because their catsup had benzoate of soda in it. The company had had complaints from their traveling men about the falling off of business there. So Armington slipped out to Westfield to see what was going on.
>
> This benzoate of soda was the stuff that Dr. Wiley found was bad for you, because in the first place it was bad for you itself, a kind of slow-acting drug, if you kept taking it; and still more because some of the preservers used it to keep partly decayed stuff in shape until it could be eaten. The Remsen board had said that theoretically you might take small doses of it in catsup into your system without being injured by the chemical itself. And so the Government had been held off. But most of the good concerns were giving it up—especially after the National Canners' Association came out against it.
>
> But a lot of little fellows, and this big concern, the Blue Label people out in Rochester, kept using it. They were going to use it as long as they wanted to. There was nothing actually disgusting in it, as some people said. In the early days it had been made out of horse urine, but now it is practically all made they say, out of coal tar.
>
> Armington went out to Westfield a town of about 15,000 or 20,000 people, and he saw the trade there, and they told him about this Allyn who taught chemistry in the State Normal School and was back of all this thing as a member of the Town Board of Health.
>
> He (Allyn) let the girls make the experiments themselves, and then turned them loose, so they could tell all the rest of the women that there were these chemicals in their food. Of course, it was only this one little place, but it was getting pretty serious there. The women were talking all over town and one women had sent back a case of Curtice stuff to a local grocer. So Armington went up and saw this man Allyn. One of the grocers took him up there.
>
> He met this smallish, smooth-faced man, with a fresh complexion and gray hair brushed up high, the way small men quite often do; and a formal way of talking—as a high school principal sometimes talks, or a professor in a small college. He was in a big chemical laboratory there at the school, and off in another room there was an exhibit of package goods on shelves—those with chemicals in them on one side, and those without them on the other. And the Blue Label Ketchup was with those containing the chemicals. You could see right away how the thing would hurt trade in the town.
>
> So after Allyn had shown him around awhile, Armington went over to where the goods without the chemicals were, and said:—
>
> "I can see this as a good thing for these people, being over here on these shelves—good advertising for them."
>
> "Maybe," said the little fellow. He wasn't very talkative.
>
> "About how much," said Armington then, "is it worth to them? About how much would it cost to have Blue Label Ketchup taken off that place there—and put over there?"
>
> "It would cost a damned sight more money than Curtice Brot own," said the little man, "fla up, and talking mad.
>
> Armington saw he couldn't anything with him.

This of course is a decidedly charge. In fact the insinuati that Curtice Bros' represen tried to bribe Allyn. This has no idea that anything o sort happened, and we don't actly see why Curtice Bros. come out and say so. This addressed a letter to the Roc concern and asked them to mak publication the answer whic had no doubt they could They have not done so, but w have no doubt that they can and we greatly regret that have not seen fit to do it.

Bureau of Standards Says Thousands Gasoline and Oil Pumps Are Giving Short Measure

Has Launched a Campaign to Stop It. Apparent That Trouble Lies With the User Rather Than With the Pu Some Wise Observations From a Well-known P Manufacturer.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
October 27, 1916.

The Bureau of Standards has begun a campaign against gasoline and oil pumps which give short measure. The department says that consumers of kerosene and gasoline are defrauded of enormous sums of money every year by getting short measure. These products are very largely sold by measuring pumps to-day, and the most of the trouble is blamed on them.

The department's campaign is the direct result of complaints of many kinds from all over the country, charging that the quality of gasoline was such as to lead to a strong suspicion of adulteration, and that short measure was so prevalent as to seem almost a matter of course. Impure gasoline is usually produced by adding kerosene, while short measure also may come deliberately or as the result of innocently using a gasoline measuring pump that becomes inaccurate.

No charge is made by the department that any oil pump manufacturers have had any part in the fraud; it is admitted that either the pump has accidentally gotten out of order and is giving short measure out the dealer's knowledge; being deliberately manipulate dishonest retailers. Ho

—

NOTE.—Touching the above of the best-known gasoline p manufacturers in the country tributes to this paper the follo truthful observations:—

> The inaccuracies in measur pumps is due about nine times out of ten not to the pump, the man who operates it. It's an adage that runs, "Figures won't but liars will figure." This app in some particulars to measur pumps.
>
> There is only one way that t can be avoided, and that is for so organization or some agency, least, to stir up either the munici State or Federal Government to point where the sealers of weig and measures will be required seal all measuring devices and periodically inspect them. In a f instances the sealers of weights a measures will seal measuring a weighing devices, but in the gre majority of instances, they around to look over the pump a put a sticker on it showing th they have looked at it, and go aw again.
>
> If the pumps and scales we sealed so they could not be adjust without breaking the seal, y would eliminate the great major of the trouble now being talked in different newspaper articles. think this whole proposition w started by somebody who had l hammer out and wanted a lit notoriety.

for the "Modern Merchant and Grocery World."

arge of Mean Fraud Against An Unnamed Spice Manufacturer

holesale Grocery Salesman Says a Certain Large Spice Manufacturer, Whom He Does Not Name, is Packing an Ounce of Pepper in a Two-ounce Sealed Tin. Consumers nd Dealers Deceived Because They Believe the Tin is Full, Though Small Letters on the Label Says "One Ounce Net."

m a salesman for a well-known delphia wholesale grocery and I wish to call your attenand your readers to what at one large spice manufacturer ing, which strikes me as being lulent and unfair on the trade. than one spice manufacturer be guilty of this, but at present ow only of one. I think it is edly unfair competition, for I spices as well as other lines. e manufacturer I speak of s what he calls a 5-cent line, among this line is pepper. I not examined into the other s, which may be packed the way, but I have examined pep- He uses tin cartons for this and they are good ones. The n used for pepper is a full 2- e tin. In fact by measurement lds about 2¼ ounces. And of se it is closed at the top, so that consumer cannot see how much ntains. By measurement it con- only one ounce of pepper. In r words it is less than half full. he label in very small letters is ounce net," but my point is the consumer will look more at size of the can than at the small rs on the label.

believe everybody is deceived by and believe it is a fraud against food law. Please render an ion on this. I know retail gro- are deceived because when I argued to my customers that er in bulk costs only about one- as much as package pepper, would point to this package say "no, bulk pepper retails 2 ces for 5 cents, and there is a nce package for the same ey." I have surprised several irst pointing to the "one ounce on the label, and then by tying out the little contents. it is hard competition to meet, I have other business than exng the frauds of competing s.

The consumer buys this believing it to be full lof pepper, which would mean 2 ounces for 5 cents. She does not remove it from the can, but merely shakes it out of small holes in the top. So she never finds out how she has been duped. I shall not mention the name of the manufacturer I speak of, but if he keeps it up I may do so later.

* * *.

Harrisburg, Pa., October 25, 1916.

—

NOTE.—This contributor asks for an opinion as to whether the practice of using a large tin half full, evidently with the idea that consumers will believe they are getting more than they are, is a violation of the food law. We believe that it is, without doubt. *Anything* which misleads a consumer as to quality or quantity is a violation of the law, and probably any court would say, upon seeing the single ounce of pepper in the 2¼-ounce tin: "You could not have had anything but a dishonest motive in doing this. It would have been easily possible to pack two ounces of pepper in the 2-ounce tin, or if you only wanted to sell one ounce, to use a 1-ounce tin for it." No consumer seeing this sealed 2-ounce tin would believe it was only half full. The printing of the words "one ounce net" in small type on the label does not cure the fraud, as the oversize tin speaks louder than the little letters on the label.—ED.

Credit Arrangement in Parsons, Kan.

A few days ago the merchants of the Parsons (Kan.) Retailers' Association signed and entered into this agreement:

> We, the following named merchants of the Parsons Retailers' Association, do hereby agree not to extend credit to any person without first getting his credit standing from the secretary's office, and should the information received reveal the fact that such person owes a fellow groceryman an unpaid bill and no satisfactory adjustment of the account has been made with the creditor, we further agree to absolutely refuse to extend credit to such prospective customer; we also agree to report any and all delinquents at least twice a month to the office of the secretary.



Actual size 11 in. wide by 14 in. deep

Send for this Poster

In Colors

THIS is one of the individual helps we are giving dealers in this year's big advertising campaign on Crushed and Grated Hawaiian Canned Pineapple. The principal advertisements are now appearing in the Saturday Evening Post, Ladies' Home Journal and Good Housekeeping.

Last year we offered a poster which fifteen thousand grocers hung conspicuously in their stores. It was remarkably effective in getting the attention of customers.

This year's poster is beautifully designed in strong bright colors by one of the best poster artists in the country. It is the kind of poster that you will be glad to have on display in your store, and in your store window.

If you are not well supplied with Hawaiian Canned Pineapple, sliced, crushed and grated ask your jobber for it this week. He carries the genuine Hawaiian, or can quickly get it for you.

Send for the Poster right away.

ASSOCIATION OF HAWAIIAN PINEAPPLE PACKERS, Garland Bldg., Chicago

WITH THE EDITOR

An Incident With a Moral.

Here is an item from the Oregon "Retailers' Journal," which I am reproducing exactly as it appeared:

R. ALEXANDER SUFFERS FIRE LOSS.

The legion of friends of R. Alexander, renowned Round-Up booster and member of the Oregon Retail Merchants' Association, will regret to learn that on October 5th the Popular Cash Store of which he was proprietor, was almost totally destroyed by fire.

Mr. Alexander carried a stock of practically $24,000, while his insurance was only $13,000. The fire is said to have been caused by spontaneous combustion as a result of a quantity of coal stored in the basement of one of the buildings.

Mr. Alexander is a pioneer department store man of eastern Oregon, and is perhaps better known than any other merchant in the state and is universally popular among all



R. Alexander, Pendleton.

classes of citizens and business men. He has for years been a loyal member of the State Association in which he has held honorable offices. He is also an enthusiastic member of the Knights of Pythius, and is Past Grand Knight of the Odd Fellows.

While it is very sad to his friends to learn of this recent disaster, yet those who know Mr. Alexander best also know that he has the enthusiasm and fortitude which will soon entirely mend his fortunes.

According to scant information available at the time of going to press, Mr. Alexander will immediately resume business in Pendleton. Others who suffered in the same conflagration were Bond Bros. and Douglas Belts.

What a moral this article and this picture teach! Here is a man certainly 60 or 65 years old, evidently well to do, as he carried a $24,000 stock. Fire comes and "almost totally destroys" his store.

Fire is always a dreadful thing for a going business. Even when the insurance completely covers the actual fire loss, it never covers the loss that comes from stoppage of business. But when the insurance is inadequate, the loss is double. Mr. Alexander, a seasoned merchant, thought it necessary to cover himself against only half of his possible loss. He loses $24,000, he can collect $13,000. I suppose his answer would have been, had he been asked why he didn't fully cover, "Oh, I would never make a total loss." But nevertheless, he did make a total loss, or very nearly so, and his confidence that something could not happen which has happened, loses him about $10,000.

Of course half insurance is better than none. But the man who cuts down his insurance protection below 100 per cent. to save money is like the Georgia cracker whose brilliant scheme to educate his mule to do without rations, worked beautifully until the mule chanced to die.

Advancing Prices and the Retailer's Profit.

In a recent issue I suggested that advancing markets such as we are having now were in the main good for the retailer, who was thereby enabled to adjust his profits. Take a market that for months or years maintains a dead level of price. If there is strenuous competition, the tendency of that price will be invariably down if it fluctuates at all.

Therefore it is a good thing when some general condition like the war shakes things loose and pushes prices up so that for a while at least the retailer has a chance of getting a profit.

The above is the substance of what I said a few weeks ago, but the New York "Tribune" doesn't like it. On its financial page last Sunday it took it up and insinuated that I had exposed some ugly secret of the grocer—the fact that he welcomed advancing prices so he could increase his profit. But, I ask, increase his profit from what? In many cases from a hopelessly inadequate figure. It is not to increase an already fair profit, for competition has reduced the average retailer's profit in many lines to less than nothing. What does he make on sugar? On flour? On many package goods?

The "Tribune" will please keep out of it. It knows nothing of the retail grocer's struggle and of course it looks at the matter as a consumer. To the consumer *everybody else's profit is rank poison.*

Read This Twice and Then Act on It.

There is a lot of sense in the "Stroller's" argument this week—that in these days of high prices the grocer should work with his customers to show them what they can still buy at reasonable prices.

Not only could a grocer, by doing this, weld his customers to him by ropes of steel, but he could perform a real service. Take a family whose income is $20 a week, and which has become used to eating meat several times a week. To-day meat is bad for those people first because it absorbs too much of their income, and second, because they probably eat too much for their physical good. But how many grocers have the initiative to show them how they can switch to some substitute for meat?

If I were a grocer I would push the high-priced things to the background all I could and specialize on the moderate-priced things. I can guarantee to go into almost any home to-day, except the most poverty stricken, and cut down the cost of food. I would cut out steak and roast beef and substitute rice croquettes and corn fritters made from canned corn. With some families the process would cut their c a fourth, with some it would even more, and with all it would cost some. They might not like new food as well as the old, but would like the saving, and the food would probably be better them.

More About the Westfield Standard.

There is more about the W field food standard in this is The Westf standard is portant to e retailer and e jobber because many manufactu —not so many now as former sell their brands as conform with it. They exploit it as a g asset, and it is therefore impor to know just what the Westf standard amounts to.

For this reason this paper given some space to the discuss which has been waged for s months over the legitimacy of Westfield standard.

Any bona fide standard of f purity is good, and the Westf standard is without doubt a g standard. But it is a fraud to t the arbitrary standard of one m like Lewis Allyn, give it a disti ive name like the "Westfield sta ard," and then exploit it in suc way that it will seem like an *offi* standard which every manufactu would have to conform to or under reproach. Manufactur who conform to State and Fede food standards are doing all th can be expected to do.

The Westfield standard has months been nothing more than private business enterprise, conc trating upon getting advertising certain magazines.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Store Pride.—Believe in it. Believe that it is the best store in your town. Believe that you offer the best goods, the best service, the best everything. That's how you ought to feel and how you must feel if you intend to win out. Forget competitors. Forget the stores you hear about, better prices and better quality. I say forget them as far as the customer is concerned. Make little of any comment. But tell it all to the manager or to the boss. Let them regulate matters.

* * *

"We're Out of That."—The buyer isn't born yet that can forever keep every item on sale. Deals are constantly on. Direct or indirect shipments with an extra discount may be on the way. So when you're out of a good seller for a little while, let the thing down easy. Don't criticise anybody. Do say in an off-hand way, "We're out that!" You can by a little explanati make an agreeable substitute. T point is that no reflection must be c on the buyer for your store. "Ther a reason."

* * *

Concerning Drummers.—Many you come in close touch with represe tatives from big jobbing hous They're bright men. In a casual w ask a few things while they're waiti They're full of information. Avo gossip. But to do this you must be

with your business. The food ess is fascinating. There's no end Think of the wonder of a wheat l.

* * *

ople with a Grudge.—In talking a prominent advertising man last he said to me, "I can meet the e with a grudge on paper, but I face them." Now, you boys have ace them" and the best way to e the grudge people, or the peo- r the people that are always down ou and your goods, is to change ubject. If your coffee is "miser- stuff," introduce your peas or corn, lk about a fresh shipment of but- Tell her she knows what's what on r and sell her. If you can do that e smarter and more courageous the advertising man.

* * *

monstrations.—Help the demon- or. She's at your place to make Her job is no cinch. Your word further than her's oftentimes. Use ake the customer over to her table. k the kind, encouraging word of nmendation. She needs it. The she's sampling may make any er of new customers for it. It's uch gained.

* * *

anut Butter.—If you handle the peanut butter, let people know it. a little dish out on the grocery ter and make a few sandwiches. the right cracker. Let me impress you that the object of these "Straight Talks" is to get you young fellows out of the idea of doing nothing but what you're told. Do things. Break away from what the other fellow did or does. The men that are worth while are the men that strike out. We need them in our business.

* * *

"What's the Use."—That's an awful thing to say. Don't ever allow such an expression to cross your lips. "What's the use." Why, man alive, everything is the use. Every honest effort, every clean thought, every attempt to improve to-day's work over yesterday's is getting ahead. "Thoughts are things," and you'll land just about as low as you think you'll land and just about as high as you intelligently prepare for.

* * *

Fill Up the Store.—That is, make good displays of canned goods and package cereals. It looks like business. It looks as though there was "something doing." Besides, it improves the store. It takes away the barrenness. It's a cheerful look. Hopeful and helpful and prosperous look. Over and above this it shows that you are on the job.

* * *

Be True to Your Customer.—It isn't smart to misrepresent things. It's smart to be able to talk them. It pays to be true to your customer. It pays morally and financially. If a woman finds the canned pineapple or the leg of lamb or the dozen of oranges just what you said, you've very likely won her. You made the sale purely on merit. The credit is yours. But don't on your life describe woody pineapple "delicious," nor mutton "young lamb," nor seconds California oranges "sweet and juicy."

1915 Norway Mackerel For Sale.

The Mons Isaksen, Inc., advertise 1915 Norway mackerel for sale again in this issue, emphasizing the fact that they have never represented it to be anything but 1915 fish. Touching the difficulty experienced in getting the Norwegian Government to allow this mackerel to leave the country, the home office of Isaksen in Stavanger, Norway, write as follows:—

Mackerel.—You may think it was very easy to get permit to ship this goods to America, but I have had very much trouble in getting this settled. When I shipped the first 500 barrels on the "Bergensfjord" I had not received the permit when the steamer left Stavanger on Monday afternoon, but anyhow, I succeeded in getting the goods on board by giving the custom officials and Captain Irgens a written guarantee that he could start to unload the goods Wednesday morning at 7 o'clock in Bergen if he did not have the permit at that time. Tuesday afternoon I received it, and the goods went off to dear old New York. Exactly the same thing happened down to Kristiansand to ship the next 500 barrels on the "Kristianiafjord." Then I first received a telegram saying I could not ship the goods, after the steamer had left the town with the goods on board, but at last I got a permit on account of the conditions Tuesday afternoon at 6 o'clock, just in the last minute.

Regarding the remaining lot I went in to Kristiania and stayed eight days to try and get this out, and the writer did everything, it looked pretty dark and was for a long time absolutely refused. At last we got a permit for 1,500 barrels Friday afternoon, and had a hard job to get the goods ready for shipment, as the boat leaves Kristiansand on Sunday and Stavanger on Monday at noon. We are now negotiating about the remaining 505 blls., and I certainly would be glad to be able to ship also this lot. It consists of the following numbers: 12/1, 193/2, 150/3, 100/4 and 50/5. It certainly is fine that we are the only shippers of mackerel this year.

Chain Store Manager Held for Scale Fixing.

In a Justice Court at Richmond, Va., last week, the manager of the local branch of the Atlantic and Pacific Tea Co. was found guilty of tampering with the scales in the store to make them give one ounce short weight, and fined $20. A former inspector for the company testified that the manager of the concern had confessed that he had fixed the scales so that they would cheat. P. M. Bealer, general superintendent of all the company's stores, told the court that the company issued strict orders to its branch managers to give honest weight. The case has been appealed.

The Case of a Grocer Who Sold Cheap Jar Rings

A certain retailer looked at samples of jar rings. He could buy a ring which he could sell at a profit at 5 cents, and he could buy a ring that he could sell profitably at 10 cents.

He argued: "I don't believe my customers would pay 10 cents for jar rings—everything else is so high. I guess the 5-cent rings are all right."

Thereupon he bought the cheaper jar rings, which *looked* as good as the others to the average person. These cheap rings he sold to women who did their own canning—women whom he prized as customers, women whose trade was profitable to him.

One woman lost thirty-six jars of peaches because the rings, being made of old, poor rubber, cracked and shrunk. You can figure out whom she blamed for it, and whether his excuse, "I wanted to save you money," had much weight with her.

Good Luck jar rings can't be profitably retailed at 5 cents, but they will never lose thirty-six jars of peaches for any woman. They are made of rubber so fresh and fine that it will last from season to season without deterioration.

Your jobber knows. Ask him.



Don't take chances on keeping your Preserves

GOOD LUCK
RED RUBBERS

make a perfect air-tight seal which insures the perfect keeping of the fruit

Good Luck Rubbers
fit all standard jars

(Dealer's Name & Address)

We will send you a series of these for use in your own paper

BOSTON WOVEN HOSE AND RUBBER COMPANY

LARGEST MAKERS IN THE WORLD

Cambridge, Mass.

The New York Letter

Remarkable Canned Goods Situation Told by Packer. Export of Wheat Falls Off. Cottonseed Oil Advance a Factor. English Demand Add Five Cents to Butter and Egg Market. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, October 27, 1916.

Mr. Fred. L. Dutton, of the Grafton-Johnson Canning Co., of Indiana, one of the large and prominent concerns of the Middle West, was in this city and gave out the following statement regarding the condition of the canned goods markets:—

Conditions are bad as to total production and will be felt severely in the next nine months. Laboring men are the heaviest buyers, as the wealthier classes are not heavy consumers of canned goods. There is a general shortage of all descriptions. Speculation has not yet seriously entered into the situation, but it may come later when speculators begin to appreciate the seriousness of the situation and the probable actual shortage by next spring. Canners are not delivering on an average more than 60 per cent. of their bookings, and the retailer will feel the pinch later. For the present he is well supplied, having bought ahead for the next several months, and so is not forcing the consumer to pay the full levels which these wholesale prices justify. When his present stocks run out, however, and he is forced to replenish he will then be up against it, and will be obliged to charge the consumer prices that will cause widespread complaint.

The demand at present is greater in the manufacturing districts, where high wages are prevalent and where the workers have not been accustomed to such good living as they are now experiencing. They are spending freely and the demand from these sections has been overwhelming.

There may, however, be a reaction in the next forty or sixty days, due to the fact that every jobber is now well stocked with deliveries that have been made on the basis of old prices, and who see nothing attractive in the present price levels, and will refrain from making further purchases until forced to. A good deal of the present price inflation comes not from buying by jobbers, but from buying between canners who are short on their contracts, and perhaps by some jobbers who are short here and there on their contracts with the retailers. There may be, and probably are, some irresponsible packers who will curtail deliveries and hold back supplies in the hope of higher prices until the trade is all filled up, and then may have to let go at a decline, thus temporarily at least upsetting the market. In other words, the advance has run ahead of the demand for the present, but it will adjust itself later.

This is a general shortage and affects everything; for instance, there is not only a shortage in tomatoes, but also in corn and peas and everything right down the line, so that it is not possible to divert the demand from one article to another.

This is not such a terrible state of affairs when you come right down to it. For the past five or six years market conditions have been against packers and jobbers, who have often sold close and taken a loss. I can recall when tomatoes sold at $1.25 and $1.30 and nobody complained. We never thought of peas at less than 90 cents to $1, yet they have since been down to 50 cents. As a packer I am glad to see this advance, which I believe will be good for two years to come. Packing costs are greater than for many years. I look for vegetables to be high for a long time. The farmer is expecting to see $2 wheat and $1 corn prices, articles that can be farmed with little difficulty. But the farmer who sees his neighbor making such profits from his acreage and who is getting high prices for potatoes will require considerable persuasion to plant tomatoes, peas and sweet corn that require careful cultivation and are hazardous crops at best.

An interesting feature of the local situation is that exports of American foodstuffs, particularly breadstuffs, have shown a remarkable reduction during the last nine months. During the nine months of the previous year the export of breadstuffs, which means wheat, amounted to $410,000,000. During the nine months just past it amounted to $320,000,000, or a loss of 22 per cent. Of course the exports of wheat are still enormous in spite of the decline.

* * *

The cottonseed oil situation has become very critical, and it is important to the general trade, because cottonseed oil enters into many articles which are in everyday use, principally soaps and cooking compounds. On Wednesday last the cottonseed oil market here, which is the center of the cottonseed oil industry of the country, made a new high record which, however, was afterward followed by a break. The advance in cottonseed oil in the last few weeks has been phenomenal. Lard has advanced and this brings

(Continued on page 10.)

The Grocery Markets

Tea.

The tea market has shown no change during the week, but the situation is gradually getting stronger and it seems impossible to buy anything cheap to-day. This does not mean that prices are inordinately high, they are relatively much lower than other products when compared with normal.

Coffee.

The coffee market is to a certain extent in the hands of speculators, and a number of fractional changes during the week have come from speculators almost entirely. The market for actual coffee is not materially changed, and is rather easy than otherwise on account of weaker news from Brazil. The demand is very light. Mild coffees are still very cheap and unchanged. In spite of their extreme cheapness, nobody seems to be paying very much attention to them. Java and Mocha unchanged and quiet.

Sugar.

The sugar market has advanced again during the week and raws have been sold as high as 6.52 cents. Refined is ranging now from 7.50 to 7.75 cents for granulated. The present situation is extremely strong. It will continue so for a few weeks. Domestic beet granulated is not figuring, although it is being offered in the Middle West or as far East as Pittsburgh and Buffalo at 20 to 30 points under the Eastern market. Cuban sugar at the moment is scarce, and not until the new grinding season begins will any relief come from the present high prices.

Syrup and Molasses.

Glucose has advanced 20 points more during the week, making 40 points in two weeks and is for the moment out of the market. The largest manufacturers of package compound syrup have withdrawn prices and are having difficulty in filling their orders. The compound syrup situation is extremely strong. Sugar syrup and molasses are unchanged and quiet at more than normal prices.

Fish.

The market for Irish autumn caught mackerel has advanced on the other side about $2 a barrel, and this fish would, therefore, cost on this side, in a large way, around $22. This is several dollars above normal. Shore mackerel are unchanged and in fair supply. Demand is active. Norway mackerel are still being offered and are being taken almost as rapidly. Cod, hake and haddock continue scarce and firm, with unchanged prices. Salmon steadily advances. pink salmon is 20 cents higher than opening price and red Alaska 25 c above the opening price. Horse salmon also advanced during the w Domestic sardines are firm and ten upward. Demand moderate. Impo sardines show no change. There still some Norwegian sardines co over.

Canned Goods.

Maryland 3s tomatoes have act sold during the week at $1.35, whi just about twice what they have for in years when the supply was very much greater than it is now. though some sales are being mad to-day's prices, the market is consid very dangerous. The present adv which is believed to have no basi the ordinary conditions of supply demand, is due almost entirely to fact that most of the current pack been sold from out of the pac hands. What a difference it m whose hands it is in is not clear, f exists in an unsold condition. H ever, this and the advancing market everything else are responsible for exorbitant prices. No change has curred in any grade of corn during week. The supply is small and p very much above normal. Peas are and unchanged. California ca goods grow firmer and peaches showing a rather heavy advance the opening. Other varieties of C fornia canned goods are not so m affected. Small Eastern staple ca goods are in a very disorganized dition, owing to light packs and co quent small supply, which amount exhaustion in some cases and very l prices. Spinach is being quoted at $1.25 in a large way, f. o. b. fact

Provisions.

Smoked meats are firm and changed, with the production somew heavier than it was a week ago, to the beginning of the killing sea There is a good demand and this kept prices from going lower. L is very firm at an advance of 1 to cents. There is very little lard in l markets and the packers anticipate h er prices during the next few we The speculative market in Chicago advanced nearly 100 points during week. Compound lard is very firm an advance of ⅞ cent, due to the v short supply and the good demand, to the extreme high prices of pure l Compound lard is now quoted just ab 100 per cent. more than a year a Barreled pork is firm and unchang with a fair supply and a fair dema Dried beef very firm and unchang The supply is very short. Canned me are firm, without change.

Dried Fruits.

Prunes are still obtainable on a cent basis, but most packers are ask ½ a cent more than that. Peaches apricots are unchanged for the we Fancy seeded raisins show an adva of 1 cent. Other grades of raisins changed for the week. Currants sh another advance and are now quo at 20 cents per pound in cartons. So

s, however, will shade this some-

Beans and Peas.

ıll supply and steady demand has
ł another advance in pea beans
ʒ the week, and the quotation, in
e way, is now $6.50 a bushel. This
› the price of marrows. California
have also advanced and the price
cents in a large way. Green peas
an advance for the week of about
.ts per bushel and are now quotable,
arge way, at $4.25 a bushel. Scotch
retain their parity with green.

Butter.

ɜ butter market is very firm at un-
ged prices. Receipts have fallen
while the home consumption has
up well, considering the high prices
the season. There is still some
· being exported and we may look
ontinued high prices for some time
me.

Eggs.

e egg market is very firm and fancy
eggs have advanced 1 cent per
during the week. This is due to
hort supply of high grades and the
nued good consumptive demand.
market for general storage eggs is
up 1 cent, due also to the good
nd. The general feeling is that
will probably be no reduction in
rice of eggs for some time to come.

Cheese.

e cheese market is firm at un-
ged quotations. At present the
ɜ trade is a little quiet at high
s. There is, however, a good ex-
demand, but chiefly for skims and
r grade full creams. Holders are
acrificing their finer makes, as they
ct shortly to get higher prices on
ınt of the advances in the country
kets. The receipts of cheese are
t normal for the season.

IVIDUAL MARKET REPORTS.

Wheat and Flour.

e have had some very exciting
at markets and prices have risen to
w level. The rapid deterioration in
Argentina crop is causing great con-
. Heretofore the exporting nations
counted on Argentina to furnish
00,000 bushels, and it now appears
this must be reduced at least one-
l, and perhaps one-half, unless re-
comes to the drought-stricken re-
s.
he crop in the Northern Provinces,
ch last year raised 72,000,000 bushels
he total 176,000,000, is conceded to
a failure, and in the Central and
thern Provinces the crop is deterio-
ng daily from the lack of rain and
ravages of locusts. The exportable
lus is now reduced to 50,000,000 to
00,000 bushels, against an expected
000,000 bushels only a few weeks

similar disappointment may be met
Australia, where it is expected that a
lus of 160,000,000 bushels from the
and new crop, will be available.
tralia harvests in January, so the
› has yet to pass through its most
cal state, and no such crop as was
vested last year can be expected, for
reason that the area is 17 per cent.
than last eyar, being 10,800,000 acres
against 13,000,000 last year.
he develpoments of the week only
firm our frequently expressed views that an advance in the prices of wheat was as irresistible as the tides of the ocean.

Argentina has shipped this week 1,792,000 bushels, as against 1,416,000 bushels last week. The shipments from Australia are larger this week, being 1,832,000, compared with 756,000 last week.

We should see a huge increase in the Australian shipments now that the British Government has set its hands to the task of moving it. It is expected that with a normal crop to be harvested in January, there will be an exportable surplus of 160,000,000 bushels, which will include the balance of the old crop. If this task is to be accomplished, we must expect the weekly shipments from now until August 1, 1917, to average 4,000,000 bushels. Not only is every bushel of this wheat needed, but in addition, the surplus of every other exporting nation. The surplus of Canada and the United States is going out at a very rapid rate, and by Christmas we will have exported all that we can safely spare, and afterwards we may expect a very acute situation to arise with millers and exporters scrambling for wheat.

We are sorry to say that we believe that prices must go considerably higher. We sincerely wish we could see cheaper prices ahead of us instead of higher ones, but when one views the wheat situation from a world's standpoint, there is no conclusion to draw other than that prices must be forced to a very materially higher level.

SHANE BROS. & WILSON CO.
J. W. Craig.

Philadelphia, Pa.

Imported Fish Specialties.

The herring market during the last week showed distinct signs of further improvement, both in regard to demand as well as in regard to price. The only exception was made by Holland herrings, which are not yet in the right demand, and prices are on a downward tendency, owing to very large supplies expected from Holland.

The demand for imported sardines continues excellent for all kinds. Norways are selling freely in spite of the steadily advancing prices and supplies of good fish are rather scarce. In Portugal the catch continues rather unsatisfactory and prices are tending higher. In France prices are high and very few parcels obtainable, but they are finding ready sale amongst the high-class trade.

STROHMEYER & ARPE CO.
New York.

Foreign Grocery Specialties.

Olive oil is in excellent demand. Prices are not only steady, but tending higher in spite of more favorable crop reports. Fine grades are particularly scarce at the present moment, because the new oil cannot possibly come into the market before the beginning of next year, and then the new oil is not suitable for the finest trade, because the new oil is always rather strong in the beginning of the season.

There is quite a scarcity of Japanese crab meat. New supplies cannot be obtained from Japan, and the fishing has ended and stocks here are very scarce, and prices have been advancing steadily and likely to go still higher.

There isn't a thing in our line that does not seem to be on the upward trend, and with all the increase in prices, the demand seems to grow continually larger. It isn't a question of trying to sell goods to-day, it is merely a question of being able to supply all that one is asked to deliver. In other words, orders are coming in more freely than supplies of goods with which to execute the orders.

STROHMEYER & ARPE CO.
New York.

THE ONLY

NORWAY MACKEREL

that will be sold in this country this year is of the

1915 Autumn Catch

(Quality and Satisfaction Guaranteed)

that *Mons Isaksen, Inc.,* the largest packers of *Norway Mackerel* in Norway, were able to get released by the Norway Government.

¶ On September 11th we sent letters to all the Philadelphia jobbers telling them that the fish we offered them was of the Autumn 1915 catch.

¶ This will correct any misstatements that are made concerning us.

Mons Isaksen, Inc.

100 HUDSON STREET - - - - NEW YORK

Home Office: Stavanger, Norway

How to Cut Ice Bills

Consumption of ice is just as important in a refrigerator in winter as in summer. It's one of the fixed charges of a business—one of the hardest items to reduce.

The *Howe Refrigerator* will reduce your ice consumption both summer and winter 20 per cent., and we aren't foolish enough to make a specific claim like that if we can't substantiate it.

The double air lock door which is exclusive with the *Howe Refrigerator* makes the 20 per cent. saving. Will you let us demonstrate this to you?

Howe Scale Company

508 Market Street

Philadelphia

Written for the "Modern Merchant and Grocery World."

A New View of the Alarming Potato Shortage

A Contributor Who Evidently Knows Something of the Subject, Says it is General and is Due to the High Price and Consequent Non-use of Potash, a Needed Fertilizer. Says We Couldn't Get Potatoes from Abroad Even Without an Embargo.

As the potato situation received some notice in your issue of October 16th, I will try and give the reason for the present potato situation.

The world shortage, and it is a world shortage, of the potato crop is brought about largely by the scarcity of the one mineral salt, potash. Potash for fertilizer has up until 1915 come from Germany at a normal price of $35 to $40 per ton. Last spring potash was bringing above $500 per ton, prohibiting its use as a fertilizer.

Fertilizer for potatoes carries 8 to 10 per cent. of potash and is very essential in soils deficient of a clayey texture. Clay soils contain a fair percentage of potash salts and will produce fair crops of potatoes without the use of commercial fertilizers.

The non-use of commercial fertilizers carrying a good percentage of potash is largely responsible for the short crop of potatoes in all countries. The weather, too, was in part responsible for not only a short crop of potatoes, but many other crops as well; too much rain in some sections and too dry in others.

You say Great Britain and Ireland have a very good crop of potatoes as to quality and quantity. Not only has Great Britain and Ireland a very short crop of potatoes this season, but all countries that have in the past drawn on Germany for their supplies of potash have small crops.

There will be no potatoes for export this year from either country and very few were exported from the crop of a year ago. South America drew on the United States crop last spring at prices over $1 per bushel.

You have taken a "sling" at the Department of Agriculture at Washington, D. C., because of the quarantine on potatoes from the above countries. Your editorial reads like a political slap at the Democrats.

Please remember that your subscribers are not all of one political faith, but what are the facts about this quarantine?

Some years ago because of the reported great yields of potatoes grown in Great Britain a few New England potato growers imported seed from the above countries, expecting thereby to secure greater yields in this country, and did import with the seed a disease known as potato wart or black scab, and until then unknown in this country.

Although we had for years imported potatoes from Great Britain and Ireland for cooking purposes and paid the 25 cents per bushel duty, it was not until the potatoes had been used for seed that the disease developed here.

The Department of Agriculture at Washington, D. C., not only placed a quarantine on potatoes from foreign countries known to have the above disease, but placed a quarantine on shipments from a few of the countries in some of the New England States where the disease had developed.

The Department, after some effort, has now stamped out the disease and I believe all quarantines have been lifted at all points in the United States.

W. J. Warrick.

Washington, Pa., October 26, 1916.

THE NEW YORK LETTER

(Continued from page 8.)

out compound lard as a substitute, and the demand increased to such an extent that cottonseed oil is now ruling at almost twice its regular price.

* * *

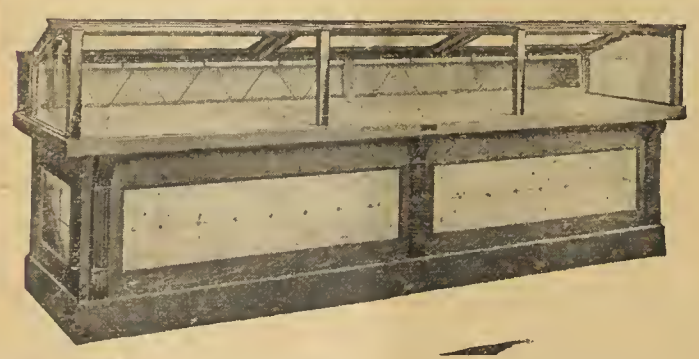
Well known butter and egg men here expressed the opinion that the enormous demand for butter from England has added at least 5 cents to the price, and has probably added 5 cents a dozen to the price of eggs, because England is buying an enormous quantity of our eggs also. Most of these eggs were bought last April for the British account and have been in storage ever since.

Summarized Market Conditions.

Tea firm with a strong undertone. In the Far East the markets in several lines are higher.—Coffee has been more or less easy during the week. The option market has been affected by speculation and actual coffee has been quiet and heavy. Lower quotations from Brazil are largely responsible. Milds changed and still cheap.—S continues to advance and refi were quoting 7.60 to 7.75 for g ulated. Raws have been very st and have sold up to 6.52. sugar is scarce and probably continue very high for a few w yet. Domestic beet granulated not yet sufficiently opened to a the situation materially.—Califc dried fruits are mostly firm, c cially prunes, which are now ing on a 6-cent basis, as wel seeded raisins. Currants are about 1 cent higher. New lowee dates are not available Fard dates, while abundant, several cents above normal. matoes have sold during week at $1.35, but there is s evidence of weakness, and and there packers are wi to shade the market as much a cents a dozen. Corn of all vari is still very scarce and very h Maryland Maine style having up to $1.20 f. o. b. factory in a l way. Maine corn is very scarce almost out of the market. I firm and unchanged. Salmon sh advance in all grades over the o ing and the supply is comparati low. Sardines, both domestic foreign, very firm and hig Wheat very high and nervous account of bad crop reports f various sections.—Flour shows ther advances, but is dull, as body is buying what he doesn't r at the moment.

John R. McFetridge & Co
Printers
927 Arch Street
Philadelphia

No other Display Case so good as



Hill's Economy Case

HILL'S ECONOMY CASE is up to the minute because it is the only case on the market whose doors slide **forward, out of the way.** It gives perfect refrigeration, full-length display and is solidly and ornamentally built.

Catalogue showing complete line of **Hill's Famous Dry Cold** Refrigerators and Display Cases sent on request.

C. V. HILL & CO., 360 Pennington Ave., Trenton, N. J.

No Honest

dealer would offer counterfeit money instead of the real. Neither would he offer cheap substitutes for the genuine article.

Fels-Naptha is the original, and does just what the red and green wrapper claims. Consumers should get what they ask for.



Fels & Co.
PHILADELPHIA

Now is the time for you to push

Vogt's Scrapple

There's none better on the market, we doubt whether there is any so good, because we make ours of fresh pork, the highest grade corn meal and pure spices.

It's the cooking and seasoning that makes **Vogt's Scrapple** so appetizing and enjoyable.

Try it yourself, then we know you will recommend it to your customers.



F. G. VOGT & SONS
INCORPORATED
Thirtieth and Race Sts.
Philadelphia

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Here's a Stunt for You Grocers.

I got some fine and dandy news when I got home the other night.

"I want to tell you something," said my wife. "Things have got so high you'll have to give me more money to run this table."

"Help!" I said. "For the love of Mike! I been giving you more than I make for six months! I been stealing money to feed this family for months! I don't know where I can steal any more. If you've got to have any more you'll simply have to put dark specs on and let one of the kids lead you around the street with a 'Pity the poor blind fat woman' sign on."

"Well, that'll be all right about the poor fat woman sign," she said, "but I'll have to have more if you expect us to have enough to eat."

"Why don't you eat grass?" I said. "There's a bully little clump of green grass out there by the fence back of the house. Grass is all right with a little salt and pepper on. I'd a heap rather eat it than that spinach you feed up on every time you get a chance."

"It's all right," she said, "but you heard what I said. I had to pay more for potatoes and meat and milk and —and—and—and" (oh, a whole bunch of stuff).

"Ain't Simmons (our grocer) got anything cheap in his place?" I asked.

"If he has he don't show it to me," she said.

Now that's where Simmons is dead, plumb wrong. Here am I, a poor hard-working cuss making only $10,000 a year. I can only keep two cars, where I ought to keep three. My sixteen bulldogs eat more every minute. I'm up against it for food. And there's fifty million more like me, every one of 'em going to some grocery store every day. And not one grocer out of a thousand—get this, now—showing 'em how to cut down the cost of living.

Are you fellows sure you get that?

They take in orders for whatever comes along, and fill 'em, and hear complaints and complaints and complaints, and explain and explain and explain why everything is going up—and not a peep out of 'em to show their trade how to get around it.

Ain't that foolish?

I'll bet if I had time I could sit down right now and dope out a list of say twenty-five good things that are cheap. Rice is one of 'em, and there's a bunch more. Things people could live on! Nobody has to have meat—not a blamed bit of meat. They simply don't know how to get along without meat, that's all.

Wouldn't you think the rice people would jump in now and make a big boom on rice, with a lot of recipes how to cook it and all? Why they could make the biggest kind of a clean-up.

The Chinamen have it all over us in a lot of ways. By hookey, if things don't get better I'm a going on the road with one of them blue overall Chinese suits on and a pocket full of rice for my meals. I can get the suit for 75 cents and enough rice to last a day for a nickel. I'll bet I'd look good in a suit like that—something like a blue bolster, maybe, but I'd cut down the cost of living.

Well, to get back to what I was saying, if I was a grocer I'd push the list of 25 cheap things to the limit. I'd dope out how to cook 'em and I'd advertise 'em and have store demonstrations of 'em. "How Our Customers Can Cut Down the High Cost of Living." That would be the idea and you can bet your neck it would get across. People want it, and so far as I've been able to see, nobody's giving it to 'em.

Maybe the people wouldn't be grateful for some dope like that! Somehow a lot of 'em don't seem to have the sense to dope it out for themselves—of course they could do it, if they'd only get down to it. My wife don't do it. I asked her. I said, "Why don't you look around and dig up the things that ain't gone up and use more of them?"

"I don't know of any," she said. "*Everything's* gone up."

"No it ain't," I said. "Rice ain't, has it?"

"Well, we can't eat rice all the time, can we?"

"Don't have to," I said. "There's other things. Go to it and dig 'em up."

But they won't do it. They're used to a groove—meat so many times a week and so on and so on and so on. Somebody's got to show 'em, and it's up to the man that's selling 'em their stuff.

Why there's a little restaurant in Philly where I go once in a while when I'm at home. He's fixe what he calls a "vegetable dir —three vegetables and a po egg. The whole stunt is to something that don't cost muc get around meat. Why Ann girl that waits on me, tells me sell a power of them.

You bet your neck people grateful. I'd be grateful if ou Simmons would do that. I'd grateful I'd go over to his every time I'm home and sin him till 1 o'clock in the morni

THE STROLL

Grocery Cafeteria Idea Reacl Further East.

Memphis, Tenn., has a new store scheme under the auspices United Stores Co. The concern i ning a grocery cafeteria like th operation in California, and is it the "Piggy Wiggly Store." T vertising is very large and u Everything is in package form a cusotmer waits on herself, payin cashier as she goes out. Here a essential features of the store:—

A charge is made for paper b according to size.

If the customer wants a bask carry home his or her purch the price is 3 cents.

No one is allowed to enter store with packages of any k The packages must all be left at door.

If you bring your own baske must be empty when you go the store.

A price list pamphlet, quo prices on all goods is distrib free to the public.

Everything is ready wrappe packages, so the customer is delayed in waiting for goods t put up for him. Even the lar sold in cartons.

Store closes from 1 to 2 o'c for lunch.



We would be pleased to have for publication in this column the ideas of our readers upon trade it being understood that we do not hold ourselves responsible for any views expressed therein. A munications must be accompanied by the writer's name and address as an evidence of good faith, necessarily for publication. All inquiries within our power to answer will also be noticed in this depart

Another Slant on the Sale of Norway Mackerel in This Country.

New York, October 25, 1916.

To the Editor.

Dear Sir:—Having at various times had occasion to see the issues of your paper, I have, up to the present time, been under the impression that your editorials and quotations were as accurate market quotations as it might be possible for a trade paper to obtain, and comparing such with other editions, I have had a very f able opinion about your issues I notice in your issue of Oc 23d, on page 5, an article in re to Norwegian mackerel which, mit me to say, looks to me mor a paid advertisement than a r paper editorial.

We furthermore take issue the statement made that for the Norwegian packer of mac

ome over here and offer his
one of the large operators,
this modus operandi of
Norwegian mackerel has
nged by the intervention of
mentioned by you. These
its are positively incorrect
truthful. In former years,
act in all years when Nor-
mackerel were a factor in
ket, the Norwegian packers
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Chicago, St. Louis and
nportant markets to the
i buyers, some of which, of
were bigger than others.
selves have been connected
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r two houses, and further-
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dug up 3,000 barrels of
ch and brought them over

positive matter of fact that
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ffice containing information
e most reliable sources in
and Sweden to the effect
exportations of this article
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s, but some 3,000 or more
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ere held over in Norway for
year, which some time last
re sold to Austria, but not
the Austrian buyers, found
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the fact that they were not
ss quality goods these were
d to be exported.
may or you may not give
to these remarks of mine,
ll events I trust you will
te of them and know that
not always rely on one side
tories.

Yours very truly,
LOUIS MEYER,
Louis Meyer Trading Co.

Meyer is entitled to his say,
give it to him gladly. We
positively, however, that to
of our knowledge and belief
ksen Co. has never directly
rectly represented its 3,000
or Norway mackerel as any-
ut 1915 fish.

Wants Help With Advertising.

Federalsburg, Md., Oct. 23, 1916.
To the Editor.

Dear Sir:—Will you please tell me where I can get a book or magazine that would help me in writing up weekly circulars and local paper advertising headings. I am at sea as just how to start my headlines so as not to make the impression of a cut-price store; at the same time I would use a few specials. Any suggestions or help you can give me will be greatly appreciated by me.

Yours very truly,
F. W. LORD.

Write for a copy of the "Advertising World," Columbus, Ohio, and see if that won't help. You know the Science of Advertising Department of this paper is always ready to help you.

* * *

Saving a Scheme for Himself.

Wilkinsburg, Pa., Oct. 24, 1916.
To the Editor.

Dear Sir:—I was saving a copy of the "World" in which there was a scheme and outline for his customers in paying their bills. While I was away a few days one of the boys cleaned up my office to the extent of making away with that paper. I would like to have a copy. It was in June, I think. The plan was an explanation of condition with discounts for accounts paid within the month, at the end of the month and, I think, interest added after a certain period. I was planning to put it in operation the first of the year.

Respectfully,
N. CROW.

The article referred to was published June 19, 1916, last, a copy of which has been sent to this correspondent.

Think About Your Refrigerator Now.

The fall and winter is the best time to buy your refrigerators, because the cost of ice is still fresh in your memory, and the cost of ice is the most important thing in connection with refrigerators. With many makes so much ice must be used that the cost is almost prohibitive. Here's where your thoughts should turn to the Howe Refrigerators, because they will save you about 20 per cent. of your ice bill (almost pays for a new refrigerator). Repeat that to yourself, "Save almost 20 per cent. of my ice bills." Doesn't that make you want to know more about them? It should! The Howe Scale Co. stand behind their refrigerators just as they do their scales. In Philadelphia, at 508 Market street.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609
Keystone, Race 746

Again in Season!

Fresh Sausage,
Scrapple,
Souse,
Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles—hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK
Girard Avenue and Third Street
PHILADELPHIA



No. 387.—The Penalty for Speaking Falsely of a Competitor or of a Business Man Not a Competitor.

I have received the following through a Western paper:—

> I have read in magazines from time to time of the penalties for various legal offenses, but have never had the pleasure of reading what the penalty is, or should be, if one man should knowingly send out a false statement that would have a tendency to destroy the credit of another. For instance, I know a watchmaker and jeweler in a country town who is a master of his profession, has a jewelry store that is a credit to the town—in fact, the best store the town has ever had. His store is paid for and he discounts all his bills. Now if, knowing the facts as I do, I should publish the story that this man carries no stock, does not always pay his bills promptly and is only a practical workman, what is the penalty for such an offense, or what should it be? Are there any United States Supreme Court decisions applicable to such a case, or what is the law pertaining to such an offense?

This correspondent asks about a jeweler, but I suppose I need not say that the legal principles involved here are the same no matter what line it is.

The correspondent seems to have an idea that the offense he speaks of is in itself a criminal offense, separate and distinct from other libels. That is not the fact. Aspersing the credit of a solvent merchant, or his ability as a master of his craft is a civil offense, and it may even be a criminal offense, but it is merely one of the class of punishable libels or slanders.

There are three aspects of such an offense.

1—The criminal libel (or slander) aspect.

2—The civil libel (or slander) aspect.

3—Misuse of the United States mails.

Such an offense could offend against the law in all three respects. If it offends against the first and third it would be punishable with fine or imprisonment; if it offends against the second it would be penalized by the payment of damages.

If the defamatory statement is written, it is libel; if spoken only, it is slander.

Consider No. 1. I question very much whether the language which this correspondent sets forth would be criminal libel at all. A man may be guilty of criminal libel though he speaks only the truth. The theory is that criminal libel tends to a breach of the peace, and it is therefore immaterial whether the thing said is true or not. But even if false it must be something pretty strong—stronger than this, in my judgment.

As to No. 2, this might or might not be misuse of the mails, and a criminal offense under the United States laws. Sending through the mails any matter which is "libelous, scurrilous, defamatory, threatening, or calculated in any way to reflect injuriously upon the character or conduct of another," is misuse of the mails. But the matter must be exposed to the public gaze. If it is sealed inside of an envelope or a wrapper, it makes no difference how libelous it is, it is not misuse of the mails and the postal authorities will take no notice of it.

If this correspondent wrote the above on a postal card, he might or might not be guilty of misuse of the mails. I say he might not, because this language is a little weak for a criminal offense, in my judgment.

What this offense really is, is trade libel, a civil offense only. The law is pretty uniform about trade libel throughout the United States. Words which when spoken or written of an ordinary individual might not be slander or libel at all, would at once become so if spoken of a man in connection with his business, trade, profession or calling. A good definition of trade libel is—"any words spoken or written of a person in his office, trade, profession, business or means of getting a livelihood, which tend to expose him to the hazard of losing his office or position, or which charge him with fraud, indirect dealings, or incapacity." Such statements can be sued for even if no damage has occurred, because they tend to injure him in his trade, profession or business. In other words, the charge must be such that if true, would render him less qualified to carry on his business.

The law is especially tender with the reputations which men have won in business and will sharply punish anybody who destroys or injures them. To falsely say that a business man is in financial difficulty, or is dishonest, or a fraud, or has been guilty of any other practice which if true would make him a poorer manufacturer, merchant, clerk or artisan than he would otherwise be, is to be guilty of trade libel.

There is a case which holds that it is not a trade libel to say that a merchant does not pay his debts, because even if he didn't he could still be a first-class merchant so far as the public was concerned. But where you run him down generally—say that he has a poor store, doesn't keep a stock, and in fact is a poor, one-horse merchant *besides* not paying his debts, you paint a picture of slackness, inefficiency, and poor credit, which any court would almost certainly call a trade libel. Always provided, of course, that it was untrue. If true, it is not a civil libel at all.

If the court held it to be a trade libel, it would allow damages even though no actual damages were suffered. The libel law knows two sorts of damages, general and special damages. Special dama actual damages—those whicl necessarily follow from lit which may follow. If the followed, no matter what cumstances, they can be c An example would be wh merchant, speaking of a com said to one of the latter's ers, "he is notorious in the t the shoddy goods he sells," customer, believing it, took h away. In many cases no d except those which have happened, such as the abov loss of a position or of a c can be collected. If no dam be proven, none can be colle

But in trade libels it is no sary to prove special (actua ages; the law allows what "general damages." Gener ages are those which the la *necessarily* follow from th ing or writing of false wor business men. In other wo say to a jobber, speaking o tailer, "I consider him fin weak," the law considers tha inevitably done that man s jury—that I have in part d the good opinion which th had of him, even if the did not take any business n what I said. Therefore, there is this inevitable injur cannot be estimated in mo jury which tries such a c be allowed to give the plaint a sum as it thinks will m feel good again. This is t of damages which can be re in actions for trade libels.

(Copyright, October, 1916, Elton J. Buckley.)

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Note.—Requests for inform this department should tersely in full all the facts bearing on and all questions should be framed to avoid misconstructio on one side of the sheet only. should be received at this o later than Tuesday of each wee sure an answer in the Monda following. The signature and of the writer must accompany quiries, and will be publish less there is a request not to do inquiries received will be a without charge. Address all co cations to Legal Editor "Mode chant and Grocery World."

Every Grocer Shou
Send five cents in stamps and
Get acquainted wit The Advertising Worl
That magazine of ad pep. $1 the
THE ADVERTISING WORLD, Department M. M. - - C

Wiley Says Federal Food Law Has Been a Partial Failure

Courts Impose Wholly Inadequate Fines for One ing. Again, Much of the Intent of the Act Has Been llified by Executive Rulings Regarding Foreign redients.

I. W. Wiley, former chief Federal Food and Drug and Government chemist ie Federal Food and Drug w a free lance, is not satis- n the operations of the Fed- od Act so far. He con- to the last number of the issued by the Pennsylvania nd Food Department some tions on the subject, a part h are worth reproducing:—

e are many things in the at- of the courts which have very hurtful. Chief among iave been the minimum pun- ts which have been meted Fines of $5 are far more ous than fines of $200, the um allowed for first offense. cond offense, however, much r penalties are provided, them imprisonment, but in as I know, there has been ie case where a man who vio- ne pure food law has gone to Offense after offense by the irm has been passed by with h fines.

courts have sustained the nental principles of the pure icts, as a rule. In the cases iave gone to the Supreme there are only two which, to ind, have been unfortunate. irst was the celebrated can- re case, in which it was held iat part of the law forbidding or misleading statements, applied to drugs, related only tements of their composition ot to their curative value. In- h as so-called nostrums or medicines are always secret, ecision nullified the law com- , and, fortunately, Congress prompt steps to correct this

other case was the bleached case, where it was held that wer court erred on not having ed the jury that any poison- rinciple which was added to in the process of bleaching be shown to be harmful to , or possibly harmful. This on evidently rested upon the nception of the idea found in nguage of the act which says there shall be no harmful or erious substance added to which may be harmful to . Having written this state- myself in the text of the act, aving explained its significance e committee, I think I may hat the Supreme Court missed ntended idea. It was an ex- tory phrase to show why these nous or deleterious substances orbidden. It would have been to have not explained, but dea was that they were for- n because they might be injur- to health; not that they must ut that they possibly could be. other decisons which have been rendered by the Supreme Court have all strengthened the law, especially the last one regarding the meaning of the term "Coca Cola."

The principal cause of my dissatisfaction with the law is the fact that by executive act manufacturers have been permitted unrestrictedly to add materials to food products under cover of executive rulings, which, to say the best of them, are open to grave suspicion.

During a time I had constantly under observation twelve young men, all in the prime of life, and varying in age from twenty to thirty years. To these young men were fed, respectively, borax and boric acid, salicylic acid and salicylates, sulphurous acid and sulphites, benzoic acid and benzoates, formaldehyde, sulphate of copper and nitrate of potash. The results of my investigation were all positive against the use of any of these above-named bodies in human foods. There was no very general protest raised over the question of salicylic acid and formaldehyde. My conclusions in regard to these two substances were never seriously contested, and the courts, in the case of boric acid and borate, uniformly supported my contentions.

With the question of benzoic acid and benzoates, sulphurous acid and sulphites and sulphate of copper, a different line of procedure was followed. The users of these bodies were discouraged from going to the courts. They, therefore, sought a method of escape, and appealed to the President of the United States, Mr. Roosevelt, and he with prompt chivalry came to the rescue. He ordered all the conclusions which I had reached on these questions suspended and referred to a new body, to be named by the Secretary of Agriculture, and that pending the decisions of this new body, unrestricted use of these injurious substances be permitted.

This may look like "Americanism" to the adulterator, but to a plain American citizen it is worse than any case of hyphenation that has ever come to my observation, and came near being the death blow to the cause. Workers were disheartened, the whole propaganda shattered and unrestricted adulteration was again in the saddle.

Since that time the execution of the pure food law has been only a mockery, as it never could be enforced in its entirety. The results of the investigation of the Remsen board overthrew my contentions in regard to benzoic acid and benzoates, half-way sustained them in regard to saccharin, and fully confirmed them in regard to sulphate of copper.

Meanwhile, since 1907, the free and unrestricted use of benzoic acid and benzoates and sulphurous acid and sulphites has been permitted to American manufacturers and none but State authorities have dared to say nay. In the case of benzoate, Indiana had a great fight on its hands, but won against all opposition, including that of the Federal Government, in the District Court before Judge Anderson, and his decision against the use of benzoic acid and benzoates was upheld in a sweeping supporting opinion by the Circuit Court. I believe this matter is still before the Supreme Court.

The pure food and drugs law therefore has fallen short of what it meant to accomplish and what it would have accomplished had it not been interfered with illegally by the highest executive authority of the country.

What the people of this country should do is to rise in the majesty of their offended rights and demand that all these handicaps to the pure food law be swept aside. We need not go to Congress to do this; we need only to go to the Department of Agriculture and to the White House. Two successive administrations of four years each have tolerated these wrongs, until now they seem to be fixed principles of justice.

This paper has frequently made the same comment on the inadequacy of some of the fines imposed by Federal courts in food law cases that Dr. Wiley makes.

Sure Sales

People like to know what they are buying. Not only the name, but the quality. When you sell goods of known quality and value, sales come easier and oftener.

N. B. C. Products are known and wanted by millions. Some of these people pass your store every day. A window display of the famous In-er-Seal Trade Mark packages will attract attention and bring customers into your store.

The dealer who stocks N. B. C. Products prepares to meet an already created demand. Sales are sure.

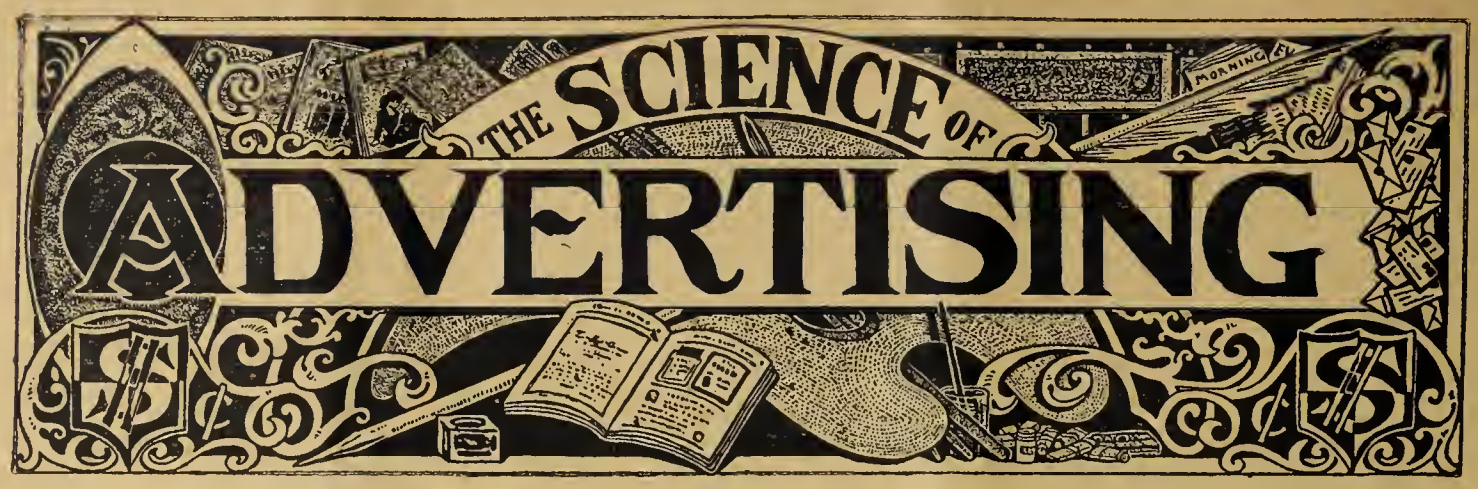
NATIONAL BISCUIT COMPANY

Is the Ten-cent Can Passing?

It seems to be the general opinion among jobbers and brokers that the day of the 10-cent can of fruit, vegetable and fish to the consumer is passing with the closing of the season of 1916. A well-known authority in the East states:

> With the increased cost of all materials entering into the production of canned foods, there is no possibility of a profit to any distributor on a 10-cent a can basis to the consumer. This year's pack of canned foods, figured on the collective products, amounts to approximately 60 per cent. of normal. There is warrant for the late advances in prices, and the fact that jobbers have sold freely to the retail trade ever since they began booking orders for future delivery, means that we have not yet seen the top of the market."

All grades of canned salmon are out of the 10-cent class and on some descriptions going out of the 15-cent class. There is demand to care for the entire production. Tomatoes in both No. 2 and No. 3 cans, at the late advance, are in the 15-cent class, and so are corn, string beans, succotash, lima beans and all canned fruits.



Danielsville, Pa., Sept. 30, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed please find two of our circulars recently put out. Kindly give us your candid opinion of same, and oblige,

Yours respectfully,
MARSH & HERMAN.

Both of the circulars measured 9½ x 15 inches, and were well printed on good white paper. The much reduced reproduction is here presented:—

Special Bargains, Good Until Sold

To Take Effect Wednesday Morning, September 6th, 1916

Here! An opportunity for each and every one of you to get a good supply of BRAN, RED MIDDLING and this wonderful good CERESOTA BREAD FLOUR that is matchless in quality and at "out of warehouse prices" that cannot at this time be duplicated in car lots. It should therefore be useless for us to urge you to buy.

Relative to Distillers Grain and Sugar Feed would say that these goods at the below "out of car prices" are great bargains, as they are the very best wholesome feed on the market and if once fed to your cows, the increased quantity of milk will at once insure it to be a paying proposition.

5 TONS CERESOTA FLOUR
FOR BREAD

Made Only from the Choicest No. 1 Pure Spring Wheat



Special Sale Price (to last until sold) per hundred **$4.35**

Be quick, here are 4 tons of this well known extra good quality CERESOTA FLOUR and at the above low money we could not purchase same to-day in car lots, we therefore must urge upon you to take quick action as we believe the above stock to move out in three or four days.

10 TONS BRAN
A Good Quality All Wheat Bran

This Price to last until sold, Per Hundred **$1.26**

15 TONS RED MIDDLING
All Wheat Goods

This Price only good until sold Per Hundred - - - - - **$1.29**

Here we are at your service with large quantities of very good Bran and Red Middling that we are willing to turn over to you at very much under market prices, these goods without a question will move out very quickly. So we again say, hurry up.

Two Solid Cars of the following High Grade Feed to arrive at the Danielsville Station in about one or two weeks

BUFFALO SUGAR FEED

This is one of the greatest milk producers that was ever put on the market and at the above low money ought to bring your business our way.
We guarantee this to be Buffalo Sugar Feed.

FLEISCH DISTILLERS GRAIN

Relative to Distillers Grain would state that you can safely buy this feed, as it is a flesh producer as well as an excellent milk producer and has many times proven to give excellent satisfaction.

You no doubt know that all feed is in a very strong and advancing position and we have but a limited quantity to offer, at this low price, should make everyone sit up and take notice.
Again urging you to "at once" order liberally of the above High Grade Feed, by mail, phone or call, we can then notify you to call for same upon arrival of cars.

MARSH & HERMAN

THE STORE ON THE CORNER OPPOSITE THE BANK

DANIELSVILLE, PA.

STORE OPEN EVENINGS UNTIL 8.00 O'CLOCK
BOTH PHONES WE DELIVER

This advertising ought to have gotten a lot of business. Naturally the price was the main factor. You don't have to pay so much attention to the advertising itself when you offer something at a cut price. Still, this is good, high grade, dignified advertising and should have pulled even if the price were less atttractive.

* * *

I think with the Marsh & Herman advertisement as a test, I can teach a useful little lesson not only to Marsh & Herman, but to the fraternity at large, on *conciseness* in writing advertising. Useless words and expressions are just as bad for advertising—just as much an adulteration—as glucose in raspberry jam. They clutter up the thought, and waste a lot of space. Let me take the introduction to this circular and see if I can sharpen it up:—

> Here! An opportunity for each and every one of you to get a good supply of BRAN, RED MIDDLING and this wonderful good CERESOTA BREAD FLOUR that is matchless in quality and "out of warehouses prices" that cannot at this time be duplicated in car lots. It should therefore be useless for us to urge you to buy.
>
> Relative to Distillers Grain and Sugar Feed would say that these goods at the below "out of car prices" are great bargains, as they are the very best wholesome feed on the market and if once fed to your cows, the increased quantity of milk will at once insure it to be a paying proposition.

I should cut this down in the following manner:—

> Here! A chance for everybody to get a good supply of *Bran, Red Middling* and that matchless *Ceresota flour,* at prices that we can't get to-day in carload lots. No need to argue much about this bargain.
>
> While we're about it, we'll offer some *Distillers' Grain* and *Sugar Feed,* also at less than to-day's carload prices. These are the best feeds on the market—don't let this chance go by under any circumstances if you keep cows. Just feed them to your cows and see the increase in milk.

There are 114 words in the original two paragraphs; there are ninety in mine, and I leave it to the readers hereof whether I haven't said everything that Marsh & Herman said.

* * *

Take the paragraph under Ceresota Flour beginning "Be Quick":

> Be quick, here are 4 tons of this well known extra good quality CERESOTA FLOUR and at the above low money we could not purchase the same to-day in car lots, we therefore must urge upon you to take quick action as we believe the above stock to move out in three or four days.

I suggest this as a condensation:—

> Better be quick on this. W four tons of this famous flo at this price (less than we c for to-day in carload lo shouldn't last over four days.

Get right at the point an in the fewest possible wo gets under the skin a go quicker.

—

NOTE.—This department is d he criticism of advertising ma m. to the devising of new ad ideas for special occasions. upo and to the suggesting of origi isements when data is suppl communications sent for this ment should be addressed to th of Science of Advertising. T e taken up in strict rotation.

AMONG THE TRA

Practically all brands c densed milk advanced fro 50 cents a case during th The big export demand is portant factor.

—

All of the packers of tinn will have to advance their p they have not already done i side of the high price of which is the chief ingred compound syrup, boxes are higher and tins 9 cents pe higher. There will be no syrup this season.

Pennsylvania Organiz Notes.

The banquet of the Jerse Business Men's Association hel New Crawford House on Mon tober 16th, was a splendid About 100 of the members a ladies were present.

Dr. J. T. McKinch, presiden association, acted as toastmas after making an admirable ad introduced H. W. Shaffer, c Haven, president of the State tion, and William Smedley, fi resentative of the same ass The musical programme consis piano solo by Claire Kohr, solo by Mrs. Charles Young vocal selection by Miss Dorothy of Hagerstown.

* * *

A. C. Monagle, of Jersey C William Smedley, of Philadelph the guests of the New Jersey tion of Retail Grocers at its convention held at the Chan Commerce Building at Trento It was a largely attended conven much business of importance trade was considered. Wm. H Newark, was elected secretary. lutions asking the President United States to place an emb the exports of food products, f the amendment of the garnishee as to permit wages below $18 p

attached, were adopted. In the g a banquet was given by the n grocers to the visitors, at which ent Zorn acted as toastmaster.

* * *

Punxsutawney Business Men's ation held its annual banquet on , October 20th. About 150 mem- and their friends were present. ent H. J. Loeb acted as toast- and toasts were responded to by Gendell, DuBois; W. B. Alexan- Reynoldsville; Attorney Mitchell William Smedley. Editor Rosen- of the Punxsutawney "Public ," also gave a good talk on local ions. It was an enjoyable event.

* * *

N. Gillespie is the new secretary e Punxsutawney Association, Mr. Rearick having resigned.

* * *

B. Alexander is making an earnest to organize the merchants of Rey- ville, Pa. Up to this time 72 names been placed on the list of those will co-operate.

* * *

Bois has an active Chamber of nerce, with Paul Gendell in charge. Many things are being accomplished, especially in awakening a spirit of co-operation on the part of the citizens.

* * *

Phillipsburg has an active association of business men. Secretary Green is the man behind the gun.

* * *

C. H. Heintzelman, a newspaper man of Altoona, has been elected secretary of the Coatesville Chamber of Commerce. He is an able man.

The Week's Dry Goods Review.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale distribution of dry goods for the current week shows large gains over the corresponding period of 1915.

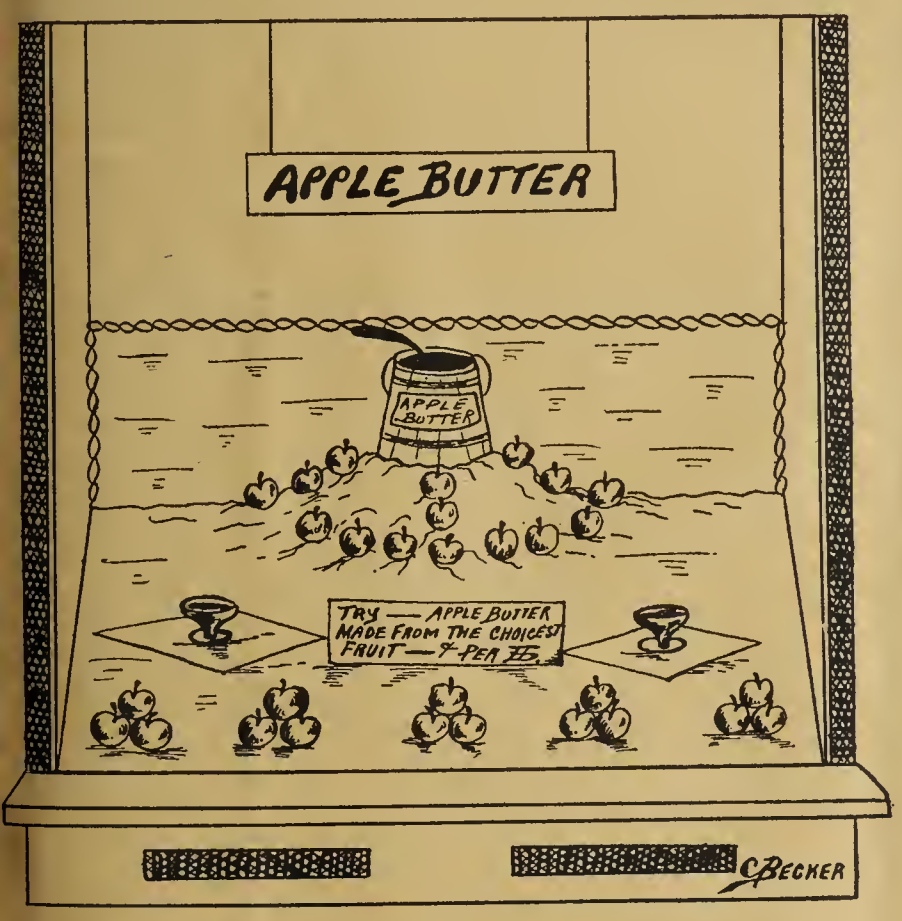
Road sales for future delivery continue to maintain the large volume of the past few weeks and exceed those of a year ago by a considerable margin.

Merchants have been in to market in much larger numbers and report an excellent retail business.

Collections continue in increasing volume.

The cotton market is very firm and advancing.

Weekly Window Display Suggestions



Apple Butter Display.

This makes a neat and attractive display. First cover the bottom of the dow with green crepe paper. At the rear in the center place a small box. ound the sides place some burlap bags to form a slant and cover with some the green paper. Place a bucket of apple butter on the box and arrange ice polished apples on the slant, as shown in illustration. Directly in front ange pyramids of polished apples and in back of this, in the center, place t sign card. At each side of this, on paper napkins, display some of the le butter in glass dishes. Across the window, at the back, place a width the green crepe paper and finish at the top with a twisted strip of the er. Above this suspend neat sign card, as shown.

Window Lighting

Electric Light is the only illuminant that will obtain the necessary effects in window lighting—it is the only light which will lend itself to decoration. How about your shop window? Is it the effective advertisement that it should be? It certainly is not if the illumination is not right.

We would like to send our experts to advise you on this matter—no charge.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS

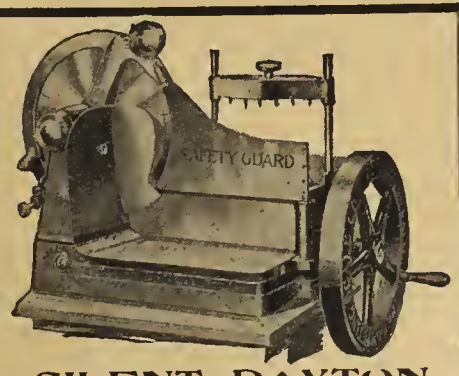


We Are Helping You Sell Chase-O

Every new customer you get on **Chase-O** makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.



SILENT DAYTON
No. 10 MEAT SLICER

More Dayton Slicers are being sold than all other makes. There's a mighty good reason behind the marvelous growth of this new industry, and the reason is that there is nothing like it on the market at any price. It is the acme of perfection.

SEND FOR PARTICULARS
MONEYWEIGHT SCALE COMPANY
District Office: 1313 Arch St., Philadelphia, Pa.
Main Office: 326 W. Madison St., Chicago, Ill.



If you can't buy from the manufacturer, be your own manufacturer

You can make all your own peanut butter with a **Quaker City Mill,** which we will send on thirty days' trial.

Just figure out how much you can save—besides being able to offer your trade absolutely fresh goods.

Even where you can buy from the manufacturer, it will pay you better to be your own.

Write for literature.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off retail list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 142.

50 cases 12-oz. A. P. W. Full Weight Brand toilet paper, 100 rolls to a case, $6 case.

10 cases Picnic California Apricots, 85 cents doz.

15 cases Indian Cornstarch, 75 cents doz.

50 cases Sano Cleanser, 4, $2 case.

15 cases ½-lb Yellow Tail Fish, 75 cents dozen.

20 cases assorted Nesnah, 60 cents doz.

25 cases No. 2 Red Cherries, 75 cents doz.

15 cases No. 3 New York State Plums, 85 cents doz.

25 cases 10-cent Dustbane, 75 cents doz.

200 Egg Crates, at low price.

20 gross Sanitary Jar Caps, 50 cents gross. WITMAN BROS.,
40 N. Tenth St., Harrisburg, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.

"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS,
415 Curtin St., South Williamsport, Pa.

Offer No. 146.

One $350 check-throwing, total adding National cash register; has double banks of keys, one of which can be used for stamps if desired; in use 2½ years and for sale on account of closing store in which used; perfect order; $90. One Acme style delivery push cart, in perfect order; cost $30, used 2½ years; sell for $12; made by Fischer & Co., wagon builders, Twelfth and Columbia avenue, Philadelphia.

Either of these articles can be at 1901 Orthodox St., Frankford, P delphia.

Offer No. 147.

100 cakes Celluloid Starch, 5 cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starc cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed dine, 10-cent packages, at 6 cents package.

60 cakes Brilliant Scouring Soap cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent c at 3 cents per cake.

25 cakes Enoch Morgan's Sapoli cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5 cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster,

Important Notice to those Advert in the Exchange Department

If the goods advertised do not after four weeks, will the owner k notify us, so that the offer may be continued? We desire to keep the partment as clean and fresh as pos and if goods don't move in four w they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "M Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten ce postage to pay for remailing the same. The price of each insertion is two cents per word in advanc

BUSINESS OPPORTUNITIES

UNUSUAL OPPORTUNITY.—A grocery and taxi business owner compelled to sacrifice on account of health, will sell at inventory or flat price; in growing section; established 15 years; town needs 300 houses to accommodate workmen now employed; will sell or rent real estate. For full particulars address P. O. Box 43, Milton, Pa. 18

HELP WANTED

WANTED.—A live-wire clerk (grocery and meat cutter preferred) who can take full charge when necessary; must be a good, quick worker and come highly recommended; good pay to right man. In a city of about 80,000, in Connecticut. Address, giving full details, C. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 19

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

FOR SALE OR RENT

STORES.

FOR SALE.—Grocery and meat market, doing about $15,000 a year; stock and fixtures in first-class condition, and would average about $2,000; located in one of the best sections of a town having about 18,000 population; store rents for $12 a month; no teams required and no goods delivered; good reasons for selling. Address R. P., care Grocery World Publication Co., 927 Arch St., Philadelphia. 19

FOR SALE.—General country store property and stock about $7,500, doing a business of $25,000 per year on stock of less than $4,000, with two men and light helper. A rare chance; in rural district; convenient to churches, sch railroad, etc. No huckster routes books. Can be increased $5,000 out much effort. Buildings new. dress "M. K.," care "Modern Merc and Grocery World."

FOR RENT.

FOR RENT.—Modern store and dw ing for rent in Bethlehem, Pa., co Broad and High streets. Address E Koegel, Lehighton, Pa.

FIXTURES.

WANTED.—Second-hand undergro gasoline tank, 500 gallon capacity, one self-measuring inclosed curb pu for the same. Address Geo. DeFrain, Collomsville, Pa.

FOR SALE.—One four-burner Hun rey outside lamp; used but one mon in perfect condition and guarante cost $9, will sell for $5. Address Da R. Roth, 406-08 N. Sixth St., Read Pa.

MISCELLANEOUS

LEARN SHOW CARD WRITING Send 50 cents for full directions. A. Griesemer, 1421 Linden St., Allento Pa.

WANTED.—By man with bank a business reference to back him as bu and manager of large retail grocery a meat store. Can assure my emplo any desired percentage of profit. P record will show that I am conside an expert in the handling of a re business. Can furnish cash bond, necessary, to secure a good paying po tion. Address F. P., care Groc World Publication Co., 927 Arch S Philadelphia.

This Space Reserved

for

C. Wilkinson's Sons

Say you go into a shoe store to get rubber heels, which kind will you buy—O'Sullivan's, or somebody's you never heard of?

In almost every case there's but one answer. Apply this answer to your own business, and you will have the strongest argument we can give you why *you* should feature nationally advertised goods.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, OCTOBER 30, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Butter
Condensed Milk
Evaporated Milk
Eggs
Flour
Peas and Beans
Oaten Goods, Quaker Oats Co.
Lard and Compound, Swift's
Lard and Compound

—1—

SUGAR.

	Barrels.
Cut Loaf	8.80
Eagle Tablets	9.65
Crystal Dominoes, 24 5-lb. pkgs	10.65
" 60 2-lb. pkgs	10.65
Patent Cubes	8.15
Confectioners' Lozenge	7.80
Powdered	7.75
Fruit Powdered	7.65
Dessert and Table, 2-lb. cartons, 48 lbs.	7.95
Granulated, fine or standard, McCahan	7.70
" " Franklin	7.70
" extra fine, bbls	7.65
" " 2-lb. bags	8.05
" " 5-lb. bags	8.05
" " 10-lb. bags	7.95
" " 25-lb. bags	7.95
" " 100-lb. bags	7.65
" coarse	7.80
Confectioners' Crystal A	7.65
A Confectioners'	7.55
A No. 1	7.50
A No. 2	7.45
Franklin B	7.30
Extra C	7.05
C	6.90

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins per tin			1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	40	.41	.43
Black and Green, mixed, Olive	51	.52	.53
" " " Gray	45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

	Per case
Rumford Yeast Powder—	
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

	Per doz.
Mason's—	
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocha Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¼
Santos, extra fancy	17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ...per box	.....
Tomson-Hummels, tin, ½ gross.....per gross	2.60
" imp., ½ gross... "	2.15
Floto's, improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs.... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	0.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—
- Creamery specials
- " extra, 60-lb. tubs
- " first, " ..
- " second, " .....
- " third, " .....
- " dairy, extra, bakers' use, 30–60 lbs. 32
- " 5 and 10-lb rolls, 60 and 100-lb. boxes ...

Print Butter—
- Prize
- Gurnse, lbs. and ½ lbs.
- Awltru
- Honebe
- Star or S. D., 1 lb., 20–50 lb. bozes
- B. B., E. D., 20–50 lb. boxes
- J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes
- Sheaf ("400"), Elgin, 20–50 lb. boxes
- Sheaf
- White Rock

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box per box	

JARS AND JAR RUBBERS.

Mason's— Per
- Half gallons
- Quarts
- Pints

"Good Luck" Rings— Per
- Case lots of 12 gross
- Less case lots

Jar Rubbers—
- Double lip, wide, 1 doz. cartons
- Single lip, wide, 1 doz. cartons
- Acme, wide, 1 doz. cartons, 5 gross boxes
- " medium, 1 doz. cartons, 5 gross boxes
- Lightning, pure rubber, bulk
- Reliable, white rubber, wide
- " " medium
- Black rubber, medium

25-lb. lots 1 cent per lb. less.

Jar Tops— Per
- ½-gross boxes, no rubbers
- Jelly glasses, fluted, bbls. 24 doz. per doz.

CATSUP.

Snider's— Pe
- 16 oz., 2 doz
- 8 oz., 2 doz

Ritter's—
- Tomato. ½ pint, 2 doz
- Tabasco, ½ pint, 2 doz.

KETCHUP.

Curtice's "Blue Label," Tomato— Pe
- Small, 25 bottles
- Medium, 25 bottles
- Large, 12 bottles

—5—

CANNED GOODS.

ced Beans—	
Ritter's	1.00
B. & M., No. 2	1.20
Campbell's, 16 oz., tomato sauce or Boston style per case	.....
nider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.45
Victory, No. 1	.....
matoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.80
" " No. 3	1.10
na Beans—	
Standard, New Jersey, No 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
ing Beans—	
Standard New York, No. 2	1.10
Extra fancy, New York No. 2	2.00
Fancy, New York, No 2	1.50
Standard, Maryland, No. 2	.60
d Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
rn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No 2	.85
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.....
as—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.85
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.85
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
ets—	
Standard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ccotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
sparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
mpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
pinach—	
Standard, Maryland, No. 3	1.05
ur Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

pricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.75
artlett Pears—	
Extra, No. 3	.....
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
hite Cherries—	
Extra, No. 3	.....
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
eaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
eaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
eaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

pples—	
New York State, No. 3	.90
" " No. 10	2.75
lackberries—	
In syrup, No. 2	1.35
In water, No. 2	.....
berries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
eaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
ears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.25
" water, No. 3	.90
lums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
lueberries—	
Maine, in water, No. 2	1.40
trawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shell—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 dos	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3 10
Star, No ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb , tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " bigb oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Ollve Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconacbe's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " bigh oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Socksye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" plnk, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	23.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	.....
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ¼s, olive oil, 50	17.00
" ¼s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, ollve oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¾s, 48	3 60
Continental, ¾s, key, 48	3.15
Irma, fancy, ¾s, 50	3.80
Gold Label, ¾s, 50	4.50
" ½s, 100	7.00
Underwood's, ¾s, 50	4.50
Pickert's, Crown brand, ¾s, 48	4.00
" Columbias, ¾s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	23.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 dos	1.50
" No. 1, 2 dos	2.50
Veribest, tins, small, 2 dos	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 dos	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No 2, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 dos	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 dos	1 35
Libby's—	
No. ¼, 4 dos	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.70	3.00
Tongue	1.70	3.00
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.60	2.90
Tongue	1.60	2.90
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 dos	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.55
" No. 1	6.25
Turkey, No. ½	3.55
" No. 1	6.25
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Plnts.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 os	.90

Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Plnts.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.85
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ½ lb. size, 6 or 12 lb. bxs.	.30

Blooker's Cocoa—		Per doz.
Round tins,	¼-lb. tins, 2 doz	2.88
"	½-lb. tins, 2 doz	1.50
"	1-lb. tins, 1 doz	6.50
"	5-lb. tins, 1 doz.....per lb.	.52
"	10-lb. bags, 100-lb. case "	.50
Square tins,	¼-lb. tins, 12-lb. box "	.45
"	½-lb. tins, 12-lb. box "	.44
"	1-lb. tins, 12-lb. box "	.43
"	2-lb. tins, 12-lb. box "	.42
"	5-lb. tins, 6o-lb. box "	.41
"	10-lb. bags, 100-lb. case "	.40

Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ⅛s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85

Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.6

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

	Per tin
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—

	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.

No. 300, unsweetened, ⅛ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

	Per lb
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—

	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—

Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	4.75
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.69	¼ lb	.57½
½ "	.83	½ "	.69
1 "	1.11	1 "	.92½
2 "	1.47½	2 "	1.23
3 "	1.75½	3 "	1.46
4 "	2.17	4 "	1.81
5 "	2.49½	5 "	2.07½
6 "	3.04½	6 "	2.54
7 "	3.32½	7 "	2.77
8 "	3.55½	8 "	2.96
10 "	4.01½	10 "	3.34½
11 "	4.57	11 "	3.81
12 "	4.71	12 "	3.92½
14 "	5.95½	14 "	4.96½
16 "	6.37	16 "	5.31
20 "	7.15½	20 "	5.96½
25 "	7.89½	25 "	6.58
30 "	8.45	30 "	7.04
35 "	9.79	35 "	8.15½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	
20x30, "	
24x36, "	1.80

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good quality, 200 rolls	3.50

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.85	.71
½ "	10M	1 02	.85
1 "	8M	1.37	1.14
2 "	6M	1 82	1.52
3 "	5M	2.16	1.80
4 "	4M	2.68	2.23
5 "	3M	3.08	2.56
6 "	3M	3.76	3.13
8 "	2M	4.39	3 65
10 "	2M	4.96	4.13
12 "	2M	5.81	4.84
14 "	1M	7.35	6.12
16 "	1M	7.86	6.55
20 "	1M	8 83	7 36
25 "	1M	9 74	8.12

Flour Sacks, satchel bottom—

Majestic Extra Heavy	Plain per 100
12½ lbs., ⅛ bbl	.62
24½ lbs., ⅛ bbl	1.28
49 lbs., ¼ bbl	1.98

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	Per lb.
No. 2, Manilla, light weight—	
12 in. rolls	.06⅛
15 "	.06⅛
18 "	.06⅛
20 "	.06⅛
24 "	.06⅛
Silk Fibre, No. 1—	
9 in. rolls	.07
12 "	.07
15 "	.07
18 "	.07
20 "	.07
24 "	.07
30 "	.07

CONDENSED MILK.

	Per case
Eagle, 4 doz	7.35
" 2 doz	3.70
Challenge, 4 doz	5.40
Magnolia, 4 doz	6.05
Dime, 4 doz	4.55
Baby, 1 doz., glass	2.25
Peninsular, 4 doz.	5.50
Star, 4 doz	6.05

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.50
" " small, 6 doz	3.40
" " family size	4.05
Silver Cow, small, 6 doz	3.40
St. Charles, small, 6 doz	3.40
" tall	4.50
" confectioners' size	4.25
Pearl, tall	4.50
" small, 6 doz	3.40

HIRES CONDENSED MILK



	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.10
Graham Wafers	.12
Grandma Cookies	.12
Honey Jumbles, XX	.12
Iced Honey Jumbles	.13
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.12
Water Crackers	.09
	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18
Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.10	.10½
Oyster Crackers	.10	.10½
Wine Scroll	.12	.12½
Cracker Dust	.10	.10

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz.	per doz. 1.40
" " with horseradish	"
" large, 1 doz.	" 2.00
" " with horseradish	"

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Wein Senf, bbls.	per gal.
" 1-gal. stone jars	per jar .85
" 5-gal. kegs	per keg 3.50
Prepared Mustard, bbls.	per gal.
" 15-gal. kegs	"
" 10-gal. kegs	"
" 5-gal. kegs	per keg. 1.75
" 2-gal. pails	per pail .90
" 1-gal. pails	" .50
Prepared Special, with spoon, 2 doz.	per doz. .95
" sifting top, 2 doz.	" .46
" with horseradish, 2 doz.	" .97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf,	less
Sap Sago, 3 to lb	cask, per lb.
" "	less than cask, "
Roquefort	12 in case, "
"	less than case, "
Parmesan, about 30 lbs	loaf, "
"	less than loaf, "
Edam, 12 in case	case
"	single
" in tin	per lb.
" 1-lb. tins	per case
Camembert, domestic, wood boxes	per doz. 3.00
" Autocrat brand, large	"
" " medium,	"
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz. 2.25
Parmesan, grated, ready for use, small bottles,	per doz. 2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase	per doz.
American Swiss, No. 1	loaf
" No. 1	less than loaf
" square loaves, No. 1, about 25 lbs. each	per lb. .29
Limburger, No. 1	box and ½ box .19
" No. 1	less than ½ box .20
Pinxter, from Holland, in tins	per doz. 2.60
Muenster	per lb. .23
Brick, No. 1	"
English Dairy	" .24
Pineapple, picnic size, 6 in box	per box 3.00
" gem size, 6 in box	" 2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4 50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.
Weiner Wurstel, 16 in tin	per doz.
" 8 in tin	"
Imported Cervelat Sausage, Rolfi's	per lb.
Imported Frankfurters	per doz.
Goose Breast, imported, marked weight,	per lb.
Pate de fois Gras, small	per doz. 3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1 00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots	per keg 1.35
Milkers, Y. M	" 1.50
Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, fulls, bbls	
" " ½ bbls	12.75
Milkers, " bbls	
" " ½ bbls	

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Marinirte Herring, imported, about 40 in pail	2.75
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb. .22
Matjes Herring	piece

Bismarck Herring.

Round tins, with key, pint	per doz. 2.65
" " quart	per tin .42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tin	1.30
" 2-quart tin	.75
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz. 3.00
Original package	per ½ bbl.
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz.
" ½-lb tall tins	"
" 1-lb. tall tins	" 2.10

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg 3.25
" pint jars	per doz. 5.25
" large tumblers	"
" small tumblers	" 2.00

Russian Caviar.

1-lb. tins	per doz.
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular Size

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl. 13.50
15-gal. kegs, about 500	per 100
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask
48-gal. bbls	per bbl.
10-gal. kegs	per keg.
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs.	per bag
Green Kern	per lb. .35
Potato Flour	" .09½
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	" .08
St. John's Bread	"
Bay Leaves	" .08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.12½
½ bbls., about 180 lbs	.12⅝
Tubs, about 65 lbs	.12⅝

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	.23
Picnics, full cream, fancy, new, 20 lbs	.24
Swiss, domestic, about 30-lb. blocks	.29
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz. 1.35
" Club, 2 doz	" 1.00
Red Edam	each 1.65
Philo Cream, 1 doz. 10c. size	per doz. .95
Elkhorn Pimento, 1 doz	" 1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.40
Western, selected	.37
Milben Farm	.44
Awltru, packed in cartons	.42

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FANCY GROCERIES.

...ond Staple Paste, 5-lb. cans.....per lb.	.33
...hovies, in oil, 6 ring bottle.....per doz.	6.50
" " 3 ring bottle..... "	3.25
...ers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
...ton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
...rries in Maraschino, glass, 1 doz.. "	7.00
...m Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
...rie Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
...nch Peas, extra fine .....per case	21.00
Cann's Irish Oatmeal—	
...lb. cans .....per doz.	3.35
...lb. cans.....per tin	.70
...-lb. cans ..... "	1.65
...atley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
...etit Beurre.....	.33
...Dinner.....	.42
...Breakfast.....	.42
...d Pepper, ring, pints .....per doz.	1.25
" " ½ pints..... "	.60
...t, stone jars, 4 doz.....	1.75
...eodore Marquett Mushrooms—	Per case
...First choice.....	41.00
...Choice, 100 tins.....	39.00
...Hotel, 100 tins.....	36.00
...uffles—	Per tin
...¼.....	.20
...⅛.....	.35
...¼.....	.60
...½.....	1.25
...rimps, pickled, small size.....	.90
" Dunbar's, 2 doz.....per doz.	2.75
...gs in Cordial, Bishop's, 1 doz..... "	6.50
...ystalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
...me Juice, Rose's..... "	5.00
...ctor Rose Water..... "	2.25
" Peach Water..... "	2.25
...ted Olives..... "	5.25
...e Franco-American Food Co.—	Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.	1.40

BOUILLON CUBES AND LIQUIDS.

...ero Bouillon Cubes—	
Per tin, 100 cubes.....	1.70
" 50 cubes.....	.90
Per doz. tins, 12 cubes each	2.75
...neko Clam Bouillon—	
7-oz. bottles, 1 doz.....	2.00
14-oz. bottles, 1 doz.....	3.75
...neko Tomato Bouillon—	Per doz.
Pint bottles.....	6.00
Quart bottles	9.00
Gallon jugs.....each	2.75
...ebig's Oxo Cubes—	Per doz.
12 4s, 10c. size.....	.85
12 10s, 25c. size.....	2.00
Cans, 100 cubes.. .....per 100	1.65
...rmour's Beef, Clam and Chicken Cubes—	
Small boxes, 12 cubes, 1 doz.....	2.50
Medium boxes, 50 cubes .....per tin	.90
Large boxes, 100 cubes ..... "	1.70
...rmour's Concentrated Bouillon—	
Jars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
...rmour's Tomato Bouillon—	
Bottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
Fancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

...rmour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
...rmour's Fluid Beef Extract—	
Bottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
...eresota	10.25
...ing Midas	11.05
...old Medal	10.15
...Millbourne	10.60
...n Top	10.85
...illsbury's Best.....	10.25
...emper Idem	9.05
...Pride of the West.....	8.65
...Sunbeam	8.55
...Quaker.....	9.85
...Blue Seal.....	8.95
...Sunny White	10.60
...Crocker's Best.....	9.85
...Duluth Imperial.....	10.00

Prepared Flours.

	Per case
Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz.....	1.44
2 doz. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
Uncle Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s.....	2.60
Presto, 18 pkgs	1.65
Aunt Jemima Buckwheat, 36s.....	3.25
" Pancake, 18s.....	1.45
Teco Buckwheat Mixture, 30 10c. cartons.....	2.25
Teco Paucake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.07⅛
New York State Marrows, new, bags about 2½ bushel	6.40
Pea, fancy, new, bags about 2½ bushel.....	6.05
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	3.95
Yellow, split, domestic. 1 bushel bags.....	3.95
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.32½
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.35
" " table, 100 lbs.....	2.32½
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.37½
Grits, 100-lb. bags..... "	2.35
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.85
No. 3, 100-lb. bags.....	3.85
Oatmeal—	
B, bbls.....per bbl.	6.21
B, 100 lbs.....per keg	3.23
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.07½
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 10 oz., 36 pkgs....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	.95
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crlsps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.75
" " no china. 20s.....	3.95
" tins, 36s	4.00
Quaker Oatmeal, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.75
" " no china, 20s.....	3.95
" " aluminum asst., 20s	4.80
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.85
" yellow family, 10s	1.85
Quaker F. S. Hominy, pearl or gran., 24s	1.85
" " 10s	1.85
Mother's Hominy, pearl or gran., 24s.....	1.85
" Cornmeal, No. 2, white, round, 24s.....	1.85
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.90
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.75
Saxon Wheat Food, 24s	2.95
Mother's Wheat Hearts, 18s.....	2.15
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.85
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.60
Schumacker XXX Graham, 10 10s-20 5s..	4.15
Scotch Brand Pearl Barley, 24s.....	1.90
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebacb.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, witb 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large..... .....per gross	17.25
Small..... ..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spagbetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14 10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	26.00	13.60	7.00	1.55
Fat Irish, No. 3	350-400	25.00	13 10	6.75	1.50
Sum. Irish, No. 4	400-450	20.00	10.60	5.50	1.25
Sum. Irish, No. 5	460-500	20.00	10.60	5.50	1.25
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Sbore, round, large.....	9.00	5.10	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.	
Halibut.....		-.18
Bass Native		-....
Salmon, fresh.....		-.16
Eastern Cod		-.16
Croakers		-.08
Large Hake		- 11
Haddock		-.08
White Cat Fish.....		-.15
Red Cat Fish.....		-.12
Spanish Mackerel.....		-.....
Snappers		-.10
Eels		-.12
Rock Fish.....		-.15
Lobsters..... ...		-.43
Flounders		-.10
Large White Perch		-.15
Sea Bass	.08	-.16
Blue Fish.....	.18	-.20
Porgies.....		-.08
Fresh Mackerel.....		-.30
King Fish		-.09
Weak Fish	.07	-.14
Butter Fish.....		-.10
Tile		-.11

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.25
Celery	.30
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04⅛
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs.....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¼
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per. lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32 per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per doz.	6.30
Square, Oriental Red, 1 oz., 1 doz., per gross	3.38
" Green, Blue or Violet, 1 oz., per gross	3.38
" Magic Black, 1¼ oz., 1 doz., per gross	3.38
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.38
Letterine, show card ink, 2 oz., all colors, per doz.	.68

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners.....		.60 .65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal , Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free witb 2¾ cases.

MINCE MEAT.

Atmore & Son—	Per lb
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70

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Armour's—	Per doz.
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canaklns, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs.	.....
Cbarge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.....
35 and 18-lb. tubs	.....

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, slfting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1 40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	90
Stuffed—	
Ring, 4 doz	.90
Fancy, No 15, panel bottle, 2 doz	2.15
" No 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27 50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	2.00
Quart cans, 12 to case	3.90
Half-gallon, 12 to case	6.85
Gallon cans, 6 to case	13.20
5-gallon cans, 2 to case	9.00
Wesson Oil—	Per case
Small, 24 to case	4.80
Medium, 12 to case	4.80
Large, 6 to case	4.80
5 Gallons, 2 to case	.....
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars. 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

	Per
Large, 1 doz	2.
Medium, 2 doz	1.
Small, 2 doz	.9

NUTS.

	Per
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.1
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.1
Filberts, bales, about 220 lbs	.1
Brazils, large, bags, about 180 lbs	.1
Pecans, large, bags, about 160 lbs	.1
" medium	.1
Mixed Table Nuts, 25 lbs	.1
Peanuts, Green—	
Jumbo	.0
Fancy, hand picked	.0
Peanuts, Roasted—	Per b
Jumbo	1.0
Fancy, hand picked	1.
Big Nickel.....100 cartons	4.0

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	16.
10-gal keg, 1300s	11.
5-gal. pail, 650s	5.
16-gal. keg, 3600s	19.
10-gal. keg 2200s	13.
5-gal. pail, 1100s	6.
16-gal. keg, 5000s	21.
10-gal. keg, 3000s	14.
5-gal. pail, 1500s	7.
16-gal. keg, 7500s	23.
10-gal. keg, 4500s	15.
5-gal. pail, 2250s	8.
Sweet Mixed—	
16-gal. keg	13.
10-gal. keg	9.
5-gal. pail	4.
Sour and Dill—	
45-gal. bbl., 1800s	18.
32-gal. bbl., 1200s	12.
16-gal. keg, 600s	6.
45-gal. bbl., 2400s	19.
32-gal. bbl., 1600s	13.
16-gal. keg 800s	7.
5-gal. pail, 250s	2.
45-gal. bbl., 3600s	21.
32-gal. bbl., 2400s	14.
16-gal. keg, 1200s	7.
5-gal. pail, 350s	2
Chow-Chow—	
16-gal. keg	10.
10-gal. keg	7.
5-gal. pail	3.
Sweet Pickle Relish—	
16-gal. keg	13.
10-gal. keg	9.
5-gal. pail	4.

VINEGAR.

	Per g
Pure Cider, 45 grain	.1
" 40 grain	.1
Distilled, 45 grain	.0
" 40 grain	.0
Fermented, 45 grain	.....
" 40 grain	.....
Crnikshank, distilled, white.....per gal.	.1

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.21
" " 10–12 lbs	.21
" " 14–16 lbs	.20
" Skinned Hams	.21
" Cooked Hams	.33
" Bacon	.25
" Dried Beef, insides	.38
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.20
" Skinned Hams, 18–20 lbs	.21
" Picnic Sboulders	.15
Hams, skinback, 18–20 lbs	.21
" 14–16 lbs	.20
" 8–12 lbs	.20
Picnics, 6–8 lbs	.15
Dried Beef, sets, city smoked	.34
" tenders and knucks	.35
" air dried, sets	.34
" " tenders and knucks	.35
Brisket Pork	28.00
Jersey Pork, butt.....per bbl.	28.00
" family "	31.50
Breakfast Bacon, rib in	.21
" boneless	.22½
S. P. Bellies, 14 lbs. average	.17½
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.35
Beef Tongues, smoked, 5–6 lbs.....per lb.	.25
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per cas
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per cas
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.17½
Jewel, compound	.14⅛
Cotosuet	.15½

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ure Lard—
, 50 lbs. net weight.....per lb. .17¾
s, net..... " .17½
10 tins.....6 in crate 11.70
5 tins.....12 in crate 11.77
3 tins.....20 in crate 11.85
ound— Per lb.
ces and tubs, about 340 lbs ..... .14¼
. tubs ..... .14¾
. tin pails, 60 lbs..... .14⅞
. " 60 lbs..... .15
. " 60 lbs..... .15⅛

DRESSED MEATS.

Dressed Stock— Per lb.
rs ..... .11 –.15
ers ..... .10 –.13½
s ..... .08 –.12½
l Calves ..... .14 –.16
a Calves .... –.18
herns and Barnyards ..... .11 –.13
ntry Dressed ..... .14 –.15
rs .... –.17
p ..... .14 –.15
a Wethers .... –.16
bs ..... .16 –.17
a Lambs .... –.18
s .... –.14

BUTCHERS' SUNDRIES.

Steer Tongues.....each .... –.80
Tongues .... –.60
Heads, scalded ..... .50 –.75
Breads, veal.....per pair .75 –.80
" beef .....per lb. .25 –.30
Livers..... " .25 –.30
Kidneys.....per doz. 1.25
Livers..... .10
s .....per doz. 1.20
, beef.....per lb. .05
beef..... 16.00
rloin, beef, western..... .22
Pork, loins, city ..... .17
" " western ..... .17

DRESSED POULTRY.

ys— Per lb.
ng hens and toms..... .32 –.34
toms ..... .30 –.32
mon to good..... .20 –.25
s—
adelphia, fresh killed, 2 to 4 lbs.
r pair .. .. .32 –.34
r-by, fresh killed, 2 to 4 lbs. per
ir ..... .32 –.34
en, 3 to 4 lbs. per pair..... .32 –.34
ng Chicks—
5 lbs. each..... .26 –.28
3½ lbs. each..... .22 –.25
—
h killed, 4 to 5 lbs. each..... .... –.25
" 3 to 3½ lbs. each..... .... –.23
cks .... –.19
sland Ducks, fresh killed..... .26 –.27
s— Per doz.
e, fancy, large..... 5.75 –6.50
ed ..... 3.00 –4 00
ll and dark ..... 2.00 –3.00

LIVE POULTRY.

Chicks— Per lb.
0 2 lbs. each..... .21 –.23
ge ..... .21 –.23
..... .21 –.22
cks..... .... –.14
—
ng ..... .17 –.18
..... .14 –.15
ys..... .26 –.28

RESERVES, JELLIES, JAMS AND MARMALADES.

— Per doz.
er's, pure, assorted and grape..... .95
" " currant 1.35
immel's, 8-oz. tumblers..... .90
tional, 16 oz., 2 doz..... .95
" No. 3 F. T. tin, 2 lb. 6 oz. net.... 2.15
rves— Per lb.
er's, pure, 11½-oz. bottles..... 1.85
immel's pure, 12-oz. jars, 2 doz...per doz. 1.75
ional, 30-lb. pails..... .10¼
thwark, 30-lb. pails..... .07½
—
immel's, pure, 10-oz. jars, 2 doz..... 1.45
thwark, assorted, jars, 2 doz ..... .95
e Marmalade—
tley's imported, 4 doz 2.10
immel's, pure, 2 doz 1.60
Butters— Per doz.
le, Southwark, 30 lbs..... per lb. .04½
Ritter's, 11-oz. octagon..... .95
Schimmel's, 30-lb. pails.....per lb. .07½
" 3-lb. slip cover tins. 1 doz .....per doz. 3.25
" 2½-lb. stone jars, cloth top, ½ doz...per doz. 3.25
" 40-oz. stone crock, glass top, ½ doz...per doz 3.50
Mother Cook's, No. 14, 2 doz....doz. .85
ch, 30-lb. pails.....per lb. .....

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.75
" flakes, 250-lb. bbls	"	.14
" " less quantity	"	.15
" Tar Balls, 250-lb. bbls	"	.14
" " less quantity	"	.15
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s. 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb bbls	per lb.	.30
" granulated, about 100-lb. kegs	"	.30¾
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phospbate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case 4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons.....each	5.00
" gallons.....each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.15
Pretzel, 280-lb. bbls		2.50
" 180-lb. sacks		1.65
Packing, 70-lb. cotton bags		.50
" 140-lb. cotton bags		.95
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Monogram Brand, 24 2½-lb. pkgs	per case	1.10

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb pkgs., 36 lbs	.05⅛
" ¼ and ½-lb pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.20
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun.....per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 6 doz	3 00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.85
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 12s	per doz.	.45
Queen Anne Scourer, Lautz, 30 cans		1.80
" " 60 cans		3.60
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.75
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.40
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marsellles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 45
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.40
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Falrbank's, yel. ldy.	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Falrbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Vlolet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

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Snow Maid Scourer, 60 cans	2.40
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.40
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
McCormick & Co., Ground—		
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cocbin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04½
" 48 1s	.04½
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¼
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.25
" 20 1-lb. pkgs	5.20
Hoosier, 40 1-lb. pkgs	5.20
" 20 1-lb. pkgs	5.25
P. Bros. Pulverized, bbls.	4.00
Hoosier Pulverized "	3.85

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.92
" " 48 5c. pkgs "	1.84
" " 12 3-lb. cartons	.03¾
" " 8 5-lb. cartons	.03¾
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04¾
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.06¼
" 16 3-lb. cartons	.06¼
" 6-lb. boxes	.07¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.00
" 48 3-lb. cartons	5.00
" 12 6-lb. cartons	6.00
Hoosier, 24 5c. cartons	.85
" 10 3-lb. cartons	4.00
" 50 lb. cartons	3.75
P. Bros., 50-lb. cartons	4.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06¾
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz, "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs.	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound....per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	3.20

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	1.96
No. 2½, 2 doz	2.58
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.95

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MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WARE

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

7-in. Tamplco	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Pe
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Maglc, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

Com. R. R.

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, November 6, 1916. No. 19

NOV 6 1916

Consumers are being educated today, by a variety of conditions, to pay good prices for everything they buy. The retail merchant who doesn't take advantage of that had better drop out—never again will he have such a chance.

American Fair Trade League Prosecutes Pennsylvania Retailer for False Advertising. Some Editorial Comment.

Government Threatening to Prosecute Wholesale Grocer for Suggesting That Retailers Advance Prices.

Serious Situation Presents Itself in Glucose and the Several Important Glucose Products, Syrup, Candy, Starch, etc.

THE Holiday Season is here. Many merchants have arranged the different departments and others are contemplating changes.

The Exchange department, one of the many co-operative features of the "Modern Merchant and Grocery World," is free to subscribers; see page 30 for particulars.

Rumford

THE WHOLESOME

BAKING POWDER

Its good name, among housewives, for perfect leavening and dependable character—and the unusual profit it gives to the grocer—makes Rumford popular.



Sell It—*to give*

Satisfaction

Push It—*to get*

Profit

RUMFORD CHEMICAL WORKS,
Providence, R. I.

P.65

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



IT MADE ME TIRED

keeping them from overrunning their credit, smoothing out their grouch, pleasing the suspicious customer, looking after the bookkeeping, worrying over forgotten charges, etc. Our

INDEXED COUPON BOOKS

would have heen a great relief. All sizes, for cash or credit business, or both. F. O. B. destination. Inexpensive. Try a hundred, assorted sizes and prove their merits.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES AND LITERATURE FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

The Specialty Stamp Cured the Big Sore of the Specialty Business

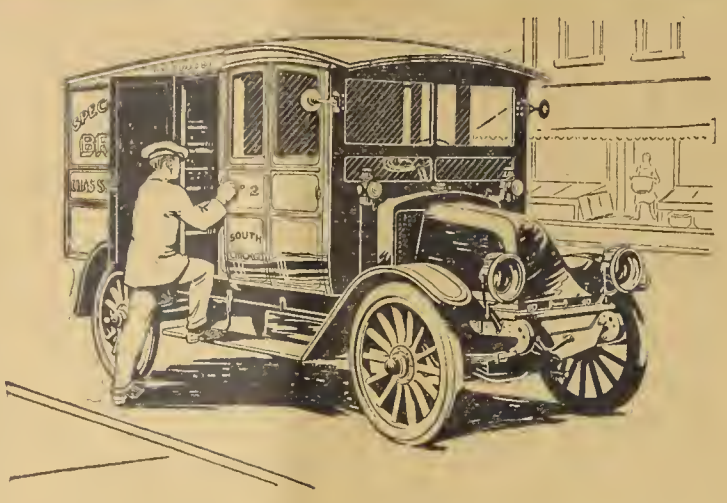
We are advertising the specialty stamp, meaning both of the above, because we have a good thing and we know we have..

We have something that everybody interested in the quick, honest, business-like distribution of specialties should tie to. Retailers especially, because retailers have been great sufferers from the old way of handling specialties. They have suffered much more than jobbers because jobbers, in most cases, merely threw out the specialties that came to them. It was the manufacturer, who had paid good money to get the order, and the retailer, who had signed it and was waiting for it, who suffered.

The specialty stamp has changed all that absolutely. A stamped specialty order now goes through as quick as any other, and as satisfactorily.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.



A Style for Your Business

International Motor Trucks

in two sizes, are now furnished in styles sure to meet the needs of your own business. Two or four cylinder motors; chain drive or shaft; solid tires or pneumatic; any desired style or size of body—all the advantages which a great organization gives are at the service of International Motor Truck purchasers.

INTERNATIONAL MOTOR TRUCKS—New Models—Attractive Prices

E—1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F—2000 pounds capacity, internal gear drive (chassis) $1500

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory. Special bodies furnished for any line of business.

Drop us a line for full and interesting information about the three popular models at the new rock-bottom prices.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**

Be sure to get this straight:—Not because they are nationally advertised should you push certain brands, but because goods that are nationally advertised are practically always the best goods.

When you take a superior article and advertise it into a general demand, you have got the finest merchandise on earth for a retailer to sell.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromeda Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatin
G. Van Heusden, Jr., "Bleeker's Cocoa"
American Sugar Refining Co., "Crystal Do fine Products"

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AND
Grocery World

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Progress of the Most Visionary Scheme on Record

That of the National Dairy Council to Make People Eat More Butter, Cheese, Milk and Ice Cream. Second $5,000 Advertisement Appears. How Can the Campaign Amount to Anything?

The National Dairy Council, whose headquarters are in Chicago, is continuing in its praiseworthy effort to make people eat more butter, milk, cheese and ice cream. The second of its full page advertisements appeared in the "Saturday Evening Post" last week at a cost of about $5,000. The advertisement has been photographed and appears in connection with this article.


82 THE SATURDAY EVENING POST October 14, 1916

VIM DEPENDS ON VICTUALS

MILK
Both Food and Drink

Eat Less—Drink More Milk

For Young and Old Alike

BUTTER
The 98% Food

Practically No Waste

Use Butter in Cooking

CHEESE
Compared with Meat

Highly Nutritious

Nothing to Throw Away

ICE CREAM
The Dessert Food

Delicious!—Nutritious

The Handy Food

Send for the Dairy Menu Book. It's free, postpaid

NATIONAL DAIRY COUNCIL CHICAGO, ILL.

The writer has discussed this campaign with quite a number of men of the trade, and while some are interested, they all seem utterly unable to understand how it can be expected to yield the slightest result. None of the grocers spoken to about it have had any reason whatever to believe that any of their customers have been impressed by it, yet the National Dairy Council proposes to spend something like $150,000 in educating consumers to eat more butter, cheese, ice cream and milk. No attention is being paid to the dealers who must fill the increased orders if they come. Apparently the National Dairy Council does not believe the retailer's co-operation necessary or desirable.

Some deeper students of merchandising problem have expressed the opinion that the best way to increase the consumption of anything is to work on consumers to make them want to buy more and at the same time work on dealers to make them want to sell more. The National Dairy Council evidently thinks it can get away with its problem without the dealer.

Milk, butter, cheese and ice cream are sold in every nook and cranny of the United States. How can it ever be known whether this advertising is having any effect? With a million brands, and a million dealers? The idea seems so completely vague, and indefinite, and boundless. It seems too fantastic for any use. Who is going to use more butter on account of *advertising?* They may use more Royal butter, as the result of advertising of Royal butter, but are they going to spread butter twice as thick on bread or potatoes because the National Dairy Council advertises that they ought to?

The same thing applies to ch ice cream and milk. They peculiarly products that peopl what they want of, and then Like sugar. If a consumer ca his coffee sweet enough to suit with three spoonfuls, can amount of advertising persuad to use four?

The "Modern Merchant Grocery World" ventures the diction that after the Nat Dairy Council has spent its $15 it will admit that its advertisin not caused the slightest rippl the sea of trade.

Government Threatens to Prosecute Jobb Who Advised Retailer to Advance Pric

Chicago Wholesaler Issues Circular to Retail Trade gesting an Advance to the Present Market of G Bought Early. United States Attorney Starts Inves tion and Says Circular Explains High Cost of Livin

There is talk of prosecuting certain Chicago wholesale grocers because they sent out to retailers a circular suggesting that they advance prices on goods bought some time ago under to-day's market. The circular is in part as follows:—

> It is to be hoped that retailers everywhere are, in justice to themselves, marking up figures on the goods they secured by contracting when prices were low.
>
> Will the grocer who has long lamented the scantiness of his profits let up now long enough to bring in the heaping basket left on his doorstep?
>
> There are large operators predicting that advances have only begun; they say that a further rise of 100 per cent. on various food items is strictly among the possibilities.
>
> Our friends who put the bumper earnings of 1916 securely away can rest serene and undisturbed, while the fellow who shoveled out corn at three for a quarter will retire once more to shovel it on the farm this time as a renter.
>
> Our representatives should make themselves heard at once on this readjusting of retail prices.

In some way the United States District Attorney for the Chicago district got hold of one of the circulars and at once rushed into the papers with this overwhelming evidence of violation of law. In an interview he said: "The best explanation of the high cost of living is contained in that circular shows that the retailer is bein couraged virtually to hold u public."

The "Modern Merchant and cery World" predicts that no will come of this. Without a jobber has a right to advis tailers to do anything he likes. retailers don't have to accept advice, but if they did, and vanced prices of goods by they were the owners, they be wholly within their legal ri

Just before this paper we press the news came that the U States District Attorney locat Chicago had issued another ment, this time threatening to p cute several jobbers in the M Western States because he said were calling each other up o telephone and arranging t prices among themselves.

Still Another Chain Store Com

The American Grocery Sto the title of a new $1,000,000 poration with a Delaware ch The concern, it is understood, deal in all kinds of groceries proposes to open a chain of s in various cities.

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery W
Attorney and Counselor at
643-648 Land Title Buildir
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609 / Keystone, Race 746

Let the Quaker Help You

Every product that bears the Quaker name and trademark gains prestige from our advertising.

Please do not overlook that. People rarely buy strange brands when they see one that's familiar.

If the Quaker Oats Company has pleased them in one thing they will trust us to please them in others.

All of them respect the Quaker trademark.

On a cereal package it signifies purity. It stands for exceptional quality.

It denotes high standards. It dominates the cereal field all the world over.

Like the signature on a good check, it is a mark of identification.



Don't forget the value of the Quaker label. Make it help you sell goods.

The Quaker Oats Company
CHICAGO

(1440)

The New York Letter

National Coffee Roasters' Association Issues New Government Coffee Ruling. Shoes Not Yet Through Advancing. Department Stores Again Take Up High Delivery Cost. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, November 3, 1916.

The National Coffee Roasters' Association of this city has given out during the week a ruling made by the Department of Agriculture on mixtures of coffee chaff and coffee screenings with coffee, and the labeling of coffee produced in the Dutch East Indies. The text of the ruling is as follows:—

181. MIXTURES OF COFFEE CHAFF AND COFFEE SCREENINGS WITH COFFEE.

Coffee is the seed of coffea arabica or coffea liberica, freed from all but a small portion of the spermoderm. Coffee chaff and coffee screenings are not coffee, and mixtures of these with coffee are adulterated and misbranded under the provisions of the Food and Drugs Act, if labeled, sold, or offered for sale as coffee.

182. LABELING OF COFFEES PRODUCED IN THE DUTCH EAST INDIES.

In view of the shortage of Java coffee the bureau has been requested to advise whether mixtures consisting of Java and Sumatra may be labeled as Java coffee. As stated in Food Inspection Decision 82, coffee grown in Sumatra may be labeled either as "Sumatra" or as "Dutch East Indian" coffee. The bureau regards as misbranded mixtures of Mocha and Sumatra coffee if labeled as "Mocha and Java" coffee.

* * *

The general merchants who handle shoes will be interested in an announcement made by a number of large local shoe dealers during the week that further advances in practically all varieties of shoes may be expected. Owing to the scarcity of leather and the heavily increased demand, shoes have already advanced from $1.50 to $3 per pair since the war began. As a matter of fact, from 50 to 75 per cent. of this has occurred since last July. Some manufacturers and jobbers will hold prices where they are until the coming spring, but nobody seems confident that he can hold them longer than that. On everything some firms are advancing right along. One large firm advanced medium grade shoes 25 cents a pair during the week. The coming few months will undoubtedly witness the coming forward of a number of substitutes for sole leather. A number of these are already being exploited. There has yet, however, been no substitute for leather from which the upper part of shoes are made. One factor in the heavy advance of women's shoes is the scarcity of dye.

The wholesale coffee trade of this city will send a very large delegation to the National Coffee Roasters' convention in Atlantic City from November 14th to 17th. Coffee dealers here were very much shocked to hear of the accident which happened to Secretary George W. Toms, who fell between two cars of the Pennsylvania Railroad at Haverford, Pa., recently and lost the greater part of his left foot.

The special feature of the coffee convention which the local trade are watching for most eagerly is the report of a committee on "How the retailer can improve his coffee business."

* * *

Some of the department stores are beginning to agitate the high cost of delivery and to discuss the question whether or not some way could be devised for reducing it. The New York department stores are looser in their delivery methods than the department stores of any other city in the United States. They will deliver anything from a paper of pins to a piano in almost every section of the city. There is talk of a combination among them to cut out delivery abuses. It is acknowledged by all that no one store could accomplish this alone.

SUMMARIZED MARKET CONDITIONS.

Tea in better inquiry and unchanged in price. Foreign market somewhat higher.—Coffee weak and sagging, but closes about steady. All grades of Rio and Santos are a shade lower than week before. Milds are very h Stocks have accumulated and body seems to be interested, i market. Prices very heavy low.—Sugar unsteady. Raws been quoted up to 6.67, but are lower quotations from quarters. Granulated ranges 7.50 to 7.75. No Western granulated in the East as y Evaporated peaches firmer an new California Peach Associ is quoting a further fractiona vance. Prunes are firmer and cent basis is now being predi The market in the East, how is nothing like that as yet and large sizes can still be bought a cents. The average market i New raisin prices are expecte Monday.—Tomatoes now quot $1.40 and actual sales have made at that figure. Demand i actual wants only. Corn very and high. Maine corn quote $1.50. All grades of salmon high because of scarcity. Tuna very scarce and high. All sar strong and on a high basis. canned fruits very firm by re of low stocks.—Wheat is fl ating from day to day, first and then up. It is difficult to track of it or to predict the i diate future.—Flour forges s ily forward and the market is p ably 25 cents a barrel higher the week.—Provisions weake account of the opening of the killing season. Receipts are h All hog products are feeling effect of the opening season.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

THE FLOODING TIDE

An insistent demand for all commodities, with the output below normal, keep prices mounting higher and higher; the top will be reached some day, but no one knows when, in the meantime we are as "busy as bees" giving our customers the advantage, wherever possible, of goods well bought.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

SYRUPS—Just as popular as ever, and how tempting a breakfast sweet these cool mornings; our *Challenge Table* is unexcelled in quality and always pleases *Royal Table* another favorite; *Gilt Edge, King "B," Extra Amber, Starlight, Very Best, Crescent, White Clover,* all have their place. Buy your Syrup of us and increase your trade.

CANNED PEAS—Cruiser Brand. This lot of goods represent an Extra Standard Early June variety, tender and fine flavor, fit for any table. Our price thi week is $1.10 per dozen. It will pay you to buy them now, all grades of Canned Peas will advance in price.

CANNED LIMA BEANS—We offer a superior quality of Lima Beans in cans, processed from California Dried Lima Beans, that are packed in No. 2 cans two dozen in a case; Brownie Brand, per dozen, 85c. Can be retailed at 10c. a can.

MINCE MEAT—Some inquiry for Mince Meat, and we would suggest you add to your stock our well-known brands: Cookman's Choice at 8½c., and Quaker Cit Brand at 7½c., both packed in 30-lb. pails; satisfaction guaranteed.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

rican Fair Trade League osecutes Pennsylvania Concern for False Advertising.

ranton Dry Goods Dealer Held hree Hundred Dollars Bail for ertising as "All Wool" Cloth Fifty-one Per Cent. Wool.

Scranton (Pa.) Dry Goods well-known local concern, en made defendant in a crim- ction brought by the American Trade League for false and ulent advertising. As a re- . E. Oppenheim, the head of cranton Dry Goods Co., has held under $300 bond to ap- before the Grand Jury of awanna County. The Grand will meet October 30th.

. Oppenheim's hearing oc- d before a Scranton magistrate days ago. The representative American Fair Trade League ied that he read an advertise- in the Scranton "Times" of mber 14th offering certain goods as "all wool." He ht a sample of the goods and s analyzed by a reputable firm is recognized by the United s Government and was found less than 51 per cent. wool. A of the goods, the advertise- in question and a certified of the result of the analysis submitted in evidence.

o defense was made at the hear-

o Scranton paper mentioned the lent.

e Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations



Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand om satisfied customers, in the long n by far the most profitable trade.

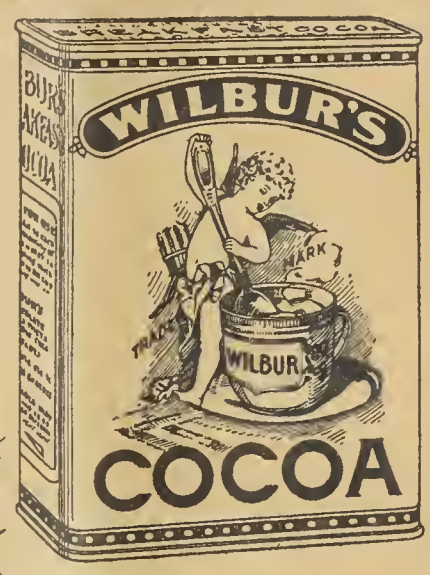
Registered, U. S. Pat. Off.

e genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.

tablished 1780 Dorchester, Mass.





60 Ways to Use WILBUR'S COCOA

IS BEST FOR

Made in Philadelphia

are the 60 good reasons why wise housewives buy it and wise dealers push it. We keep consumers interested by steady advertising, we keep them pleased by maintaining quality and purity. No wonder WILBUR'S

SELLS LIKE SIXTY

and leads all others in sales to consumers and profits to dealers.

Tell your customers about the 60 delicious cakes, cake icings, puddings, sauces, desserts and candies they can make with WILBUR'S COCOA and you'll find it easy to sell them the *big pound cans* of WILBUR'S.

WITH THE BIG PROFIT

instead of the small quarter pounds of other cocoas with the small profit.

Let us send you a supply of our complete Cocoa Recipe Books—"Cooks' Tours Through Wilburland"—and our special plan for helping you increase your sales.

H. O. Wilbur & Sons, Inc.
PHILADELPHIA

Baking
Cakes
Cake Icings
Charlottes
Custards
Ice Cream
Puddings
Pies
Sauces
Desserts
Candy
Hot Cocoa
Iced Cocoa
Cocoa Syrup

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"When you use WILBUR'S COCOA for icing cakes, you don't have to cook it like chocolate. This saves time and trouble and there's no danger of your icing being lumpy."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

WITH THE EDITOR

Envy the Retailers of Virginia.

I congratulate the retail merchants of Virginia with all my heart and soul. On Wednesday last there was given to them the greatest boon that can be given to business men anywhere—the going into effect of a statewide prohibition law. During the few days next before November 1st, hundreds of liquor dealers folded their tents like the Arabs and silently stole away, to other States from which liquor has not yet been excluded.

There is nothing experimental about the future of the retail business in Virginia. Similar laws have become operative in other States and the result has always been the same. I can tell the retailers of Virginia precisely what is going to happen to them. From now on they will sell more goods, they will sell better goods, they will sell them to more people, they will find their collections better. Families that they have refused to sell to because they had no credit will become good and valued customers. When liquor goes out, everything decent looks up.

The Newspapers and a False Advertising Case.

What can a newspaper think of itself when it suppresses a matter of public interest, the publication of which is needed for public protection, merely because the chief actor in it is an advertiser?

In another column appears the facts of a prosecution which the American Fair Trade League brought against I. E. Oppenheim, head of the Scranton Dry Goods Co., for advertising as "all wool" a cloth that was 49 per cent. cotton. On the face of it, it of course looks like rank fraud.

Oppenheim was held in $300 bail for court. He made no defense at the magistrate's hearing, though he could have done so under a recent Pennsylvania law.

The significant phase of the incident is contained in the last two lines in the article published elsewhere in this issue—the fact that not a single Scranton paper mentioned the incident at all. Why? Possibly because the Scranton Dry Goods Co. is an advertiser or might become an advertiser. Was that a decent reason for suppressing the matter? Look at the case for one moment. *If* the Scranton Dry Goods Co. is selling cloth 49 per cent. cotton and calling it all wool—I say "if" because the concern may be able to show that it is not guilty, though it didn't attempt to show it at the hearing—then it is perpetrating a fraud upon the public and ought to be shown up. Can there be any doubt about that? And how sincere is the newspaper in its professed role of public servant and protector, when it deprives its readers of the information with which they might protect themselves? Perhaps the newspaper will say, "Well, we will give Oppenheim the benefit of the doubt and publish nothing until he has had his trial." But, I ask, will you then publish the fact of his conviction if he is convicted? And will you further exclude his advertising if he is convicted, on the ground that he is unfit to use your columns?

A Co-operative Buying Argument That Only Has One Fault.

Mr. Harry E. Sloan, secretary of the Missouri-Kansas Wholesale Grocers' Association, has issued a statement in which he shows conclusively and convincingly that co-operative buying organizations among retailers cannot succeed. Here is some of his statement:—

> Wherever a "co-operative buying exchange" or what-you-may-call-it is formed it always has the central agitator or promoter. Somebody must be at the head and his salary goes on and expense creeps up. Eventually, if any one will follow it as many have, it eats up all the profit of the "middleman," calls for more, and gives unsatisfactory service. In the meantime the retail dealer who is a party to it, finds that he is still buying goods of the wholesale grocer and that his "co-operative exchange" is only rendering service on staples in which there no profit anyway. Then con in the fact of declining ma kets. We don't always ha advances. What goes up mu come down. The tendency buy in "co-operative e changes" is limited to t maximum quantity. Who pa on a declining market?
>
> The retail dealer who joi a "buying exchange" delega his purchases to the "ma squeeze" who may or may n be a wizard in business. He tempted to buy beyond h needs and beyond his ability pay in order to "make up car."

The only trouble with this a ment is that it isn't true. E retailers' co-operative buying change that I know of has ceeded if it was run right. I at those which have for years operated by the Philadelphia Frankford Retail Grocers' Ass tions. What about them? T are not experiments; they are soned successes. They turn enormous volume of merchan they save their members mo none of the disasters which Sloan speaks of have ever happ to them. And these cases are alone; there are plenty of oth How does Mr. Sloan square t existence with the statements n in his argument?



P. F. McLAUGHLIN.

This introduces Mr. P. F. McLaughlin to anybody to whom these presents may come. He has acquired a one-half interest in the "Modern Merchant and Grocery World," and will henceforth be associated with all of its activities. Mr. McLaughlin has been connected with the trade paper field for eleven years, and has made a deep impress upon it. He was born in Pennsylvania and his first business experience was in a retail grocery store conducted by his family. He will be a decided acquisition to this paper and the readers hereof may expect to see the impress of his personality at a very early date.

Baseless Talk About High Food Prices.

Mr. E. M. Trowern, secretar the Retail Merchants' Associa of Canada, s me the report meeting rece held in Ottaw discuss the high price of fo Delegates were present from Councils of a number of cities, f the National Council of Wo and from a committee appointe the Canadian Government to quire into the subject. The foll ing is from Mr. Trowern's rep

> The delegation met in th Chamber of the House of Com mons, Victoria Museum, O tawa, at 11 A. M. None of th representatives seemed to know why there has been an increas in the cost of commodities, no could they give the members o the Government any informa tion that would enable them t take any definite action. Som

ggested that perhaps some e was holding goods in cold rage, expecting a still fur- r increase; others suggested t the Government should go t on a fishing expedition and and discover who were the ilty parties. Some charged tariff with being partly re- nsible, and Mrs. Adam ort, representing "The Na- nal Council of Women," ught that the "combines" re responsible.

man beings are pretty much ame everywhere. The above red in Canada, but if the meet- ad been held in the United s it would have presented the aspect. The people who cry opoly," and "restraint of ," and "excessive profits," and ts" and "combines" never have exact information on the sub- From their newspapers, or imaginations, they build up e charges—never against any specific people. Witness the state- ment of the good Mrs. Short, at this meeting; she blamed the high prices on something or somebody she vaguely called "combines." No real data, no facts—nothing but re- sentment at the high prices and the desire to unload on somebody.

The worst offenders are the newspapers. They know that their subscribers want to be sympathized with about high prices, and to be told that "retailers" or "trusts" or somebody else, are grinding the faces of the poor. And they do the sympathizing and they do the tell- ing, coloring both of course as their political and business interests dic- tate. The only people that have ever really investigated these con- ditions are Government officials, who have *invariably* reported that no combine existed and no illegiti- mate profit was being charged by retailers.

Jots From a Jobber's Note Book

me interesting transactions are g place just now, owing as y reader of this paper knows, e extreme scarcity and high s of all varieties of beans. A in Philadelphia dealer held a ract calling for a carload of e beans. He offered to sell it wholesale grocery house for , which was much above the lar price. No deal resulted and owner held the contract for a while longer and sold it to her jobber for $1,500. In an- r case a wholesale dealer in s sold a carload to a large r for between $800 and $900. was some time ago. He has ntly offered to buy it back and the buyer $1,200 for his bar- ! Sales of marrow beans were e during the week in large ntities at $7.75 per bushel, the est price in my recollection. ething new in beans is small e beans from Japan, looking ething like our ordinary pea s. They were first offered at per bushel, but are now ed around $6—fine for the fel- who paid $4.90.

* * *

he condition of the supply in y of the products which have advanced the most makes the high prices all the more amazing. Take beans, which I have already dis- cussed. With beans at their top- most price for years, news comes from Michigan that the acreage is greater than last year, and they ex- pect a larger yield per acre. The total crop will be almost twice last year's, yet present prices would be excessive even if the crop promised to be half as large. Another case is tomatoes. The pack is good— much larger than last year, yet prices are almost twice what they usually are. What's the answer?

* * *

Speaking of canned goods, buyers report that a good many packers have been pleased to violate their contracts this year, tempted by the great advance over the price at which they sold for future delivery. One buyer contracted for 1,000 cases of future Maryland corn at around 62½ cents, which is about the usual price for that grade. Be- fore the time came to deliver, the price had almost doubled and the packer calmly told his buyer that he could not deliver *any*. There was no contract in this case con- taining a lot of provisions under which the packer could squeeze out.

For Customer Satisfaction

To give your customers crackers and coffee that are always fresh—use

Heekin Heavy Duty Steel Cans

Heekin's Heavy Duty Steel Cans deserve a place in your store—they'll keep loose crackers and coffee in the best of condition.

For crackers, they retain the crispness and flavor and prevent over-moisture.
Size, 15½ x 27¾ in

For coffee, they retain the aroma and bouquet and keep out dust and dirt.
Size, 15½ x 20¾ in.

Your name may be handsomely stenciled on them or they are made in plain iron and steel or lacquered. Send for sample—try them out—you'll quickly see why they should take the place of bags, barrels and boxes for crackers and coffee. They have a big "second value," too.

The Heekin Can Co.

New and Sixth Streets
Cincinnati, O.



"Heekin Can Since 1901"

A Million Mothers

are marshaled in solid array behind the purest, cleanest, most nutritious of all cereal foods—

Shredded Wheat

If you want to cater to the women who decide the food question in a million homes, you will always carry a good stock of Shredded Wheat. It is ready-cooked and ready-to-serve. Delicious for breakfast with milk or cream, or for any meal with fruits.

This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



Made only by

The Shredded Wheat Co,
Niagara Falls, N. Y.



There was merely a confirmation. The packer of course sold his 1,000 cases to somebody else at about $1,000 profit over the original price. I have heard of many other instances. Manifestly the temptation was great, but no honest packer would have yielded to it. Probably if the packer I refer to above were sued for breach of contract, he would turn over a new leaf.

* * *

I know a salesman who has a great reputation for selling cakes and crackers. He tells me that when a dealer's cake and cracker stock is scattered all over the store, he finds it a good plan to talk cracker departments and show him pictures of some. By this means he cannot help realizing that where the products are in a centralized location they tend to increase their own sales automatically and moreover to improve the appearance of his store. THE JOBBER.

A Charge That Flour Manufacturers Are Sacrificing Nutriment to Whiteness.

Complaints that the public sacrifices nutriment in bread to appearances and that flour manufacturers mill the food value out of flour in order to produce whiteness were forwarded to the Department of Agriculture during the week by Miss Florence King, president of the Woman's Association of Commerce of Chicago, who is seeking to have flour included in the application of the new grain inspection act. B. C. Roloff, director of the United Charities in Chicago, declared experiments had shown that pigeons, chickens and white mice could not live more than three weeks on the high priced white flour that is made into bread to-day. "If the expensive milling operations were cut out and the machinery junked," he said, "the cost of flour would be decreased at once and its nutrition value greatly increased."

The New Wholesale Grocers' Directory.

With the full importance of its purpose in mind, the publishers are carefully compiling the 1917 edition of Thacker's Directory of Wholesale Grocers, Semi-Jobbers and Chain Stores in the United States and Canada, known generally as the "Red Book."

This edition, which will be ready for distribution next January, will mark the 23d consecutive year in which Thacker Directories have been published.

Goods That Are Being Advertised to Your Customers

"Modern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

November

The American Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Beech-Nut Bacon, eight inches.
National Biscuit Co.'s Crackers and Cakes, half page.
Cresca Olive Oil, four and a half inches.
Pompeian Olive Oil, one inch.
Three-in-One Oil, four inches.
Fairy Soap, one page.

Collier's Weekly.

Butter Kist, quarter page.
White House Coffee, six inches.
Borden's Eagle Milk, five inches.
Postum, quarter page.

Delineator.

Gold Medal Flour, one page.
Crisco, one page.
Campbell's Soups, one page.
Postum, quarter page.
Quaker Oats, half page.
Pettijohn's, five inches.
Armour's Lard, half page.
Procter & Gamble's White Naphtha Soap, half page.
Eagle Condensed Milk, half page.
Jell-O, quarter page.
Knox Gelatine, quarter page.
Minute Tapioca, two inches.
Faust Coffee, two inches.
Pompeian Olive Oil, one inch.
Dromedary Dates, eighth page.
Carnation Milk, eighth page.
Gold Dust, one page.

Everybody's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Postum, one page.
Dromedary Dates, two inches.
Pompeian Olive Oil, one inch.
Fairy Soap, one page.

Good Housekeeping.

Baker's Cocoa, one page.
Royal Baking Powder, one page.
Armour's Products, one page.
Old Dutch Cleanser, one page.
Procter & Gamble's White Naphtha Soap, one page.
Crisco, one page.
Diamond Brand California Walnuts, one page.
Quaker Oats, one page.
Ivory Soap, one page.
Fels Naptha Soap, one page.
Ryzon Baking Powder, one page.
Krumbles, one page.
Runkle's Cocoa, one page.
Purity Cross Creamed Chicken, eight inches.
"Little Chief" (Fine-Herb), two and a half inches.
Nabisco, one page.
Howard's Salad Dressing, four inches.
Three-in-One Oil, four inches.
Kellogg's Bran, four inches.
Liederkranz Cheese, four inches.
Skinner's Macaroni, two inches.
Princine Baking Powder, one page.
Boneless Salt Mackerel, four inches.
Franklin Mills Flour, two inches.
Gluten Flour, one inch.
Colburn's Spices, four inches.
Burnett's Vanilla, one page.
Kornlet, four inches.
Pompeian Olive Oil Salad Dressing, one inch.
Welch's Grape Juice, one page.
None-Such Mince Meat, four inches.
Frank's Meat Treats, four and a half inches.
Morton's Salt, six inches.
Swan's Down Cake Flour, three inches.
Chalmer's Gelatine, one inch.
Carnation Milk, one page.
Baker's Coconut, one page.
Teco Pancake Flour, one page.
Decker's "Iowana" Bacon, one page.
Dromedary Dates, one page.
Cresca Olive Oil, four inches.
Underwood Deviled Ham, one page.
Borden's Evaporated Milk, one page.
Knox Gelatine, one page.
Pillsbury's Health Bran, one page.
Purina, one page.
McMenamin's Crab Meat, one page.
Sauer's Extracts, one page.
Airline Honey, one page.
Nosco (Onion Salt), one page.
Aunt Jemima's Pancake Flour, one page.
Cox's Gelatine, one page.
Barrington Hall Coffee, one page.
Hormel's Pork Sausage, one page.
Hawaiian Pineapple, one page.
Morris & Co., Tested Foods, one page.
Fairy Soap, one page.
Bon Ami, one page.

Designer.

Gold Medal Flour, one page.
Crisco, one page.
Campbell's Tomato Soup, one page.
Postum, quarter page.
Carnation Milk, eighth page.
Pompeian Olive Oil, one inch.
Dromedary Dates, eighth page.
Pettijohn's, four inches.
Faust Coffee, two inches.
Borden's Condensed Milk, half page.
Bon Ami, quarter page.
Quaker Oats, half page.
Knox Gelatine, quarter page.
Three-in-One Oil, four inches.
Minute Tapioca, two inches.
Jell-O, quarter page.
Gold Dust, one page.

Ladies' World.

Cream of Wheat, one page.
Bon Ami, quarter page.
Campbell's Tomato Soup, h page.
Old Dutch Cleanser, quarter pa
Postum, quarter page.
Borden's Condensed Milk, h page.
Aunt Jemima's Pancake Flo quarter page.
Quaker Oats, half page.
Three-in-One Oil, four inches.
Royal Baking Powder, f eighths page.
Carnation Milk, eighth page.
Knox Gelatine, eighth page.
Dromedary Dates, half page.
Pompeian Olive Oil, one inch.
Chalmer's Gelatine, one inch.
Jell-O, half page.
Princine Baking Powder, h page.
Gold Dust, one page.

Ladies' Home Journal.

Ivory Soap, one page.
Campbell's Tomato Soup, page.
Sun-Maid Raisins, quarter pa
Dromedary Dates and Cocoa quarter page.
Sunkist Lemons, quarter page
Royal Baking Powder, one pa
Bon Ami, quarter page.
Aunt Jemima's Pancake Flo quarter page.
Puffed Wheat and Rice, half p
Crisco, one inch.
Pettijohn's, five inches.
Morris Tested Foods, half p
Hawaiian Canned Pineapples, page.
Swans Down Cake Flour, page.
Borden's Condensed Milk, page.
Beech-Nut Bacon, one inch.
Pompeian Olive Oil, one inch
None-Such Mince Meat, page.
Peet's Crystal White Soap, page.
Jell-O, quarter page.
Knox Gelatine, quarter page.
Sunshine Biscuits, quarter p
Old Dutch Cleanser, one pag
Colburn's Spices, two inches.
Quaker Oats, half page.
Armour's Products, one page.
Pin Money Pickles, four inche
Purity Cross Creamed Chicl quarter page.
Three-in-One Oil, four inches.
Minute Tapioca, three inches.
Baker's Coconut, quarter pag
Liederkranz Cheese, three inc
Gold Dust, six inches.
Burnett's Vanilla, quarter pag
Krumbles, one page.

Harper's Monthly.

Shredded Wheat Co., one p
Postum, one page.
Fairy Soap, one page.
Pompeian Olive Oil, one inch.
White House Coffee and T half page.
Dromedary Dates, five and a h inches.
Cresca Olive Oil, three-eigh page.
Jell-O, one page.
Ivory Soap, one page.
Royal Baking Powder, qua page.
Baker's Cocoa, quarter page.
Grape Nuts, quarter page.

McCall's Magazine.

Fairy Soap, one page.
Arbuckle's Coffee, two-th page.
Dromedary, third page.

ostum, third page.
els Naptha, third page.
on Ami, third page.
ld Dutch Cleanser, one page.
uaker Oats, two-thirds page.
linute Tapioca, one page.
risco, fourteen inches.
hree-in-One Oil, four inches.
ell-O, fourteen inches.
ompeian Olive Oil, one inch.
old Dust, six and a half inches.
nox Gelatine, eight inches.
one-Such Mince Meat, four and alf inches.
rmour's Products, one page.

McClure's.

owney's Chocolates, one page.
utter Kist, quarter page.
vory Soap, one page.
ampbell's Tomato Soup, half e.
ostum, quarter page.
airy Soap, one page.
abisco, third page.
ld Dutch Cleanser, one page.

The Outlook.

ostum, quarter page.
on Ami, one page.
oyal Baking Powder, one page.
vory Soap, one page.
eech-Nut Bacon, quarter page.
nola Biscuit, one page.
ell-O, one page.

Pictorial Review.

ream of Wheat, one page.
vory Soap, one page.
ampbell's Soups, half page.
ostum, quarter page.
risco, quarter page.
rmour's Mince Meat, half page.
arnation Milk, eighth page.
ell-O, quarter page.
eech-Nut Peanut Butter, eighth ge.
uaker Oats, half page.
nox Gelatine, eighth page.
old Dust, eighth page.
lue Label Ketchup, eighth page.
ompeian Olive Oil, one inch.
romedary Cocoanut, quarter ge.

Scribner's Magazine.

eech-Nut Bacon, half page.
hite House Coffee, half page.
ompeian Olive Oil, one inch.
eneseo Jam, two inches.
ibby's Fruit Desserts, one page.
vory Soap, one page.
hredded Wheat, one page.
rape Nuts, quarter page.
aker's Cocoa, quarter page.
oyal Baking Powder, quarter ge.

Saturday Evening Post.

Campbell's Soups, one page.
California Sun-Maid Raisins, one ge.
Underwood Deviled Ham, quar- r page.
Sunshine Biscuit, quarter page.
Crystal White Laundry Soap, le page.
Butter Kist, half page.
Carnation Milk, third page.
Pillsbury Health Bran, eight ches.
Skinner's Macaroni, two inches.
Kellogg's Toasted Corn Flakes, le page.
Campbell's Soups, one page.
Fairy Soap, quarter page.
Skinner's Spaghetti, two inches.
Morris Foods, one page.
Aunt Jemima's Pancake Flour, le page.

Woman's Home Companion.

Ivory Soap, one page.
Campbell's Tomato Soup, half ge.
Bon Ami, quarter page.
Morris Tested Foods, quarter ge.
Postum, quarter page.
Minute Tapioca, quarter page.



TELL YOUR CUSTOMERS ABOUT

Baker's Fresh Grated Coconut

IN CANS

Tell your customers you can sell them fresh coconut, *grated ready for use,* and canned in its own milk, thus preserving the full natural flavor and tenderness. Tell them BAKER'S FRESH GRATED COCONUT is guaranteed to be white and sweet when opened—that it will not turn yellow or become rancid. Tell them it has the same flavor as if they went to the trouble of grating it at home, but it saves them that finger-nail-splitting, knuckle-skinning, tiresome job. Tell them to try a can and have the most delicious coconut pie or layer cake they ever tasted, and, hand out our recipe book with each can.

We'll send you the recipe books if you'll write us and we'll also send you window display, counter display cards and hangers so that you can cash in on our extensive campaign of magazine advertising. We'll send you the sales—do your part by securing as many as you can. Get your customers to buy coconut in the form that means most profits to you and best results for them—BAKER'S FRESH GRATED COCONUT. No loss because every can is guaranteed.

BAKER'S FRESH GRATED COCONUT will PLEASE your customers; it means extra sales and profits for you!

The Franklin Baker Company

PHILADELPHIA

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY INTEGRITY OUR MOTTO

WHAT TO TELL CUSTOMERS

"Tell them what we suggest above because it means money in your pocket."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

NO ADVANCE IN PRICES



There's Satisfaction for Your Customers and Profit for You in Every Package of

LIPTON'S TEA

We know **Lipton's Tea** will please your customers because it has pleased millions of tea drinkers all over the world—the *customers* of thousands of *grocers*. We know it will please because it is packed in ten different blends—"A tea for every taste," no matter whether the demand is for Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong, or Green Tea.

The sealed, air-tight package of **Lipton's Tea** retains and preserves the aroma and strength of the tea leaves—keeps the *flavor uniform*. Therefore, once you start customers on **Lipton's Tea** you are sure they will be pleased and continue to buy it afterwards.

Our enormous tea estates have enabled us to furnish the bulk of the world's supply of tea without changing quality or prices to you and your customers. This means the steady trade you build on **Lipton's Tea** will always be profitable!

"Tea—That's Only Half a Word—the Other Half is Lipton's"

Thomas Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

CHICAGO TORONTO LONDON INDIA CEYLON

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"You can always depend on the flavor and strength of LIPTON'S TEA. We like to sell it because it always gives satisfaction."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Dromedary Dates, quarter page
Sunkist Lemons, quarter page.
Borden's Condensed Milk, ha
page.
Armour's Products, Grape Jui
half page.
Quaker Oats, half page.
Jell-O, quarter page.
Kellogg's Krumbles, one inch.
Colburn Spices, two inches.
Beech-Nut Peanut Butter, o
page.
Purity Cross Creamed Chicke
two inches.
Fairy Soap, quarter page.
Pompeian Olive Oil Dressi
one inch.
None-Such Mince Meat, fo
inches.
Pillsbury's Health Bran, eigh
page.
Pettijohn's, four inches.
Knox Gelatine, quarter page.
Puffed Wheat and Rice, half pa
Three-in-One Oil, five inches.
Blue Label Ketchup, eight inch
Crisco, quarter page.
Aunt Jemima's Pancake Flo
quarter page.
Snider's Catsup, one page.
Old Dutch Cleanser, one page.

The Woman's Magazine.

Gold Medal Flour, one page.
Crisco, one page.
Campbell's Tomato Soup, o
page.
Postum, quarter page.
Dromedary Dates, eighth page.
Pettijohn's, four and three-qua
ter inches.
Faust Coffee, two inches.
Quaker Oats, half page.
Armour's Pure Leaf Lard, ha
page.
Bon Ami, quarter page.
Procter & Gamble's White Nap
tha Soap, half page.
Knox Gelatine, quarter page.
Borden's Condensed Milk, ha
page.
Jell-O, quarter page.
Three-in-One Oil, four inches.
Carnation Milk, eighth page.
Minute Tapioca, two inches.
Pompeian Olive Oil, one inch.
Gold Dust, one page.

The Youth's Companion.

Baker's Cocoa, one page.
Jell-O, quarter page.
Anola Wafers, quarter page.
Postum, eighth page.
Three-in-One Oil, four and a ha
inches.
Swift's Pure Lard, quarter pag
Fairy Soap, one page.
White House Coffee and Tea
quarter page.
Grape Nuts, five and three-qua
ter inches.
Crisco, quarter page.
Campbell's Soups, half page.
Postum, six inches.
Beech-Nut Peanut Butter, fo
inches.
Baker's Cocoa, four inches.
Campbell's Tomato Soup, ha
page.
Beech-Nut Peanut Butter, fo
inches.
Postum, five inches.
Grape Nuts, six inches.
Baker's Cocoa, four inches.
Cream of Wheat, one page.

No Change Yet in Shredded Wh

In a letter to this paper, Shredded Wheat Co. of Niag Falls, writes:—

Notwithstanding the ver high increased cost of wheat our only raw product, we hav as yet made no change in ou prices.

ll Business Prospects in Pennsylvania, New Jersey and Delaware

: "Modern Merchant and Grocery World" Addresses a Letter to a Representative Grocer or General Storekeeper in Every County of Pennsylvania, New Jersey and Delaware, Asking the Condition of Business, Whether the People are Employed and Have Money, Whether Chain Store Competition Affects Them, and Condition of Collections. Some More of the Answers Received.

ı an effort to learn what the imiate future holds for retail gro- and general storekeepers durthe coming fall and winter, the odern Merchant and Grocery rld" has addressed a letter to a esentative retailer in every ıty in Pennsylvania, New Jerand Delaware. The letter asked dealers addressed to answer the owing questions:—

1. Is there plenty of money in your rritory?
2. Are the people employed?
3. Are your collections good?
4. Are you suffering from chain ore competition?
5. On the whole, do you expect ur business to be as good, or tter, or not as good, as last Fall's siness?

Answers to these questions are inning to come in and will be lished as fast as received.

CENTRE COUNTY, PA.

1.—Have dealings with orking class.
2.—Yes.
3.—Yes.
4.—No.
5.—Expect it to be as good.

HARRY E. GARBRICK,
Bellefonte, Pa.

—

CUMBERLAND COUNTY, MD.

1.—Yes.
2.—Yes.
3.—Yes.
4.—No.

The prices of all goods are o exceptionally high and still going up. It is very hard to predict how business will be affected. Our trade is largely with the farmers and their crops and the prices are good.

E. D. BEAR,
Carlisle, Pa.

—

WYOMING COUNTY, PA.

Is there plenty of money in ny territory? It seems to be rather more plentiful than usual on account of the high prices of farm products.

Are the people employed? Yes, I think every one is busy that wants to work.

Are your collections good? Yes, about as usual this time of year; ought to be better when the farmers get their products marketed.

Are you suffering from chain store competition? Yes and No. We have a chain store directly across the street (the Globe Green Front Store) and they certainly sell some kinds of goods cheaper than we do, such as staple advertised goods, and are apparently making good, but in spite of this fact and also that we have more competition along other lines, our business during 1916 so far has shown an increase every month, which has really surprised us very much.

On the whole, we expect the business here to be better than last fall, unless we get some very unseasonable weather, which always makes considerable difference in volume of sales with us.

MILES W. BLISS,
Tunkhannock, Pa.

CORRESPONDENCE.

This Looks Like a Good Thing.

Philadelphia, Pa., Nov. 2, 1916.

To the Editor.

Dear Sir:—I have a bookkeeping system, very simple to my estimation, enabling me to tell about three hours after close of business on Saturday to tell exactly my loss and gain.

I always know the exact amount of my stock. There is never no excuse of overstocking. I can buy heavy on things that sell fast, and less on those that sell slow.

In buying futures I can buy just enough to last till new stock by my system.

I have had about twenty years' experience in this line and have tried different systems, but now I have a simple system that a school child can use.

Yours,
A. KLAPPROTH,
5519 N. Fifth St.



Good Codfish Is Scarce This Year

¶ Not only scarce, but high. You know that from watching the markets.

¶ Be sure that you don't sell your trade a fish which is either a poor codfish or no cod at all.

¶ **Gorton's Codfish** is this year exactly what it has always been—the finest codfish packed. It will sell for a little more money than it has in previous years, but it is worth every cent of it. And compared with other food products, it's still a very cheap food.

¶ Feature **Gorton's Codfish,** the best thing of its class.

Gorton-Pew Fisheries Company
Gloucester, Mass.

Everybody Knows Them



KNIGHT'S FLAVORING EXTRACTS have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.



Can We Make You a Window Display?

¶ Posters, painted walls, painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O,** the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.



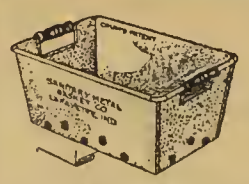
Make money by making your own Peanut Butter

With a small **Quaker City Peanut Butter Mill,** which we will send thirty days on trial, you can make your own peanut butter, freshly, economically and profitably.

You can make more money on what you make, than on the same thing bought from somebody else. Always remember that.

Write for some keenly interesting reading matter.

The A. W. STRAUB COMPANY
3722-32 Filbert Street
PHILADELPHIA, PA.



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

The Intelligent Housekeeper

The housekeeper possessing the knack or ability to minimize the drudgery of housekeeping is usually the one who uses Electric Light, together with the various electrical household devices which have become so essential to economical housekeeping.

The non-user who has the mistaken idea that Electricity is expensive can be given facts and figures which will prove that it is a very real economy. For rates and estimates consult

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

Situation Grows Critical in Glucose a Glucose Products

Syrup, Starch, Candy, Jellies, Are All Affected. Gluc Temporarily Out of Market. All Glucose Products Above Normal and Some Withdrawn.

In the history of glucose there has never been such a condition as now exists. Glucose enters into syrups, starch, cheap candies and cheap jellies and jams, and the sale of these products is enormous.

At the moment it is impossible to buy glucose from any manufacturer for prompt shipment. There is none for sale. The price is therefore more or less nominal—$3.50 per 100 pounds in large lots, $3.75 to $4 in small. The price should be around $2.50.

The reason for the advance is the scarcity of old crop corn and the fact that new crop will not be available for a month or six weeks. The companies are not willing to buy any more old corn than they need as the price is enormous—$1.12 per bushel for cash corn, the highest price since 1867.

All products into which glucose enters are advancing and are already unprecedentedly high. Low priced candy, which is largely composed of glucose, is up ½ to 1 cent per pound and will go higher. A large local manufacturer said during the week that if he could buy several cars of glucose wit the next three weeks, he would h to close down his factory.

Compound syrup is also very and most manufacturers of tin syrup have withdrawn from market. They will not sell and will not quote. A fair statemen the advance in tinned syrup is plied by the figures of one manu turer, who usually sells 2-po tins at $1.70 per dozen, but would now have to get $2.25. compound syrup is probably 10 cent. up.

Starch, which is not a glu product, but a corn product, is ½ cent per pound.

Compound jellies and jams almost all advanced, or all will cause they cannot be made at p ent prices. And as a matter of if the situation in glucose sh continue, they would soon ceas exist.

One reason for the heavy adv in soaps, which still continues the scarcity and high prices of oil.

Bread Has Advanced Pretty Much Everywhere.

A Government inquiry in 45 of the leading food centres of the country, covering the period from May 15th to September 15th, shows that of 210 brands of bread that retailed for 5 cents and weighed 15 ounces or over on May 15th, only 14 remained at the same price and weight on September 15th. Bakers gave as reasons for changes in price and weight the increased cost of material and ingredients, especially flour. The changes were most numerous in the last two months which the figures cover.

Aunt Jemima's List Price Has Been Advanced But It Still Remains the Cheapest Food on the Market.

In times like these when the average family must practice economies because of the high cost of living, housewives are occasionally misled.

For instance a woman buys one of the cheaper grades of pancake flour and adds to it the sweet which is necessary to make re good pancakes.

She could have saved money she bought *Aunt Jemima's Pan Flour,* which already contains s milk—in powdered form of co She could have saved the price bottle of milk. And a bottle milk at this writing costs abo cents.

Which is cheaper—a packag pancake flour costing 10 cents, which must be added 9 cents w of milk to make them good, o package of Aunt Jemima's cos a cent or two more, but which tains the necessary milk?

It doesn't require much to cip that out.

Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbu

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet posters, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 22.)

The Grocery Markets

Tea.

The tea market during the week has shown no change. Demand is active from day to day and good business reported everywhere. Full prices are being gotten by everybody. There is no disposition to shade on anybody's part.

Coffee.

The coffee market is weaker for the week, speaking particularly of Rio and Santos, which ranges from ¼ to ⅜ cent below a week ago. The reason appears to be the large supply of coffee and the fact that the New York cotton interests which have been supporting the market have temporarily withdrawn from it. Demand is poor. Mild coffee shows no change for the week, but may be forced below their present very low basis if Brazils go lower. Java and Mocha unchanged and quiet.

Sugar.

The sugar market is still in a nervous and unsettled condition. Raws have been sold up to 6.67, but during the week certain holders have sold down to around 6.40. The situation is still very strong and will continue strong until beet granulated begins to come into the market and raw sugar is available from other sections. Relief will probably not come for three or four weeks at least. Refined sugar is unchanged from last week. Consumptive demand is poor.

Syrup and Molasses.

Glucose is temporarily out of the market. No manufacturer will accept orders for prompt shipment. The most important tinned syrup people are also out of the market, having no syrup which they are willing to sell at the moment. Such quotations on tinned syrup as are available are about 30 per cent. above normal. Sugar syrup is very dull and unchanged in price, but rules on a high basis. Molasses unchanged and quiet.

Canned Goods.

Sales of Maryland No. 3 tomatoes have actually been made during the week at $1.40 a dozen. The market is exceedingly dangerous at this figure and nobody is warranted in buying more than they can immediately use. It is certain that the 1916 pack of tomatoes is pretty well out of packers' hands but certainly a very large percentage of it must remain unsold in jobbers' or retailers' hands. Demand is fair considering the situation. Corn is unchanged from last week, but very scarce and very high, and with no prospect of any decline. Peas are unchanged for the week, the entire line being firm on a comparatively high basis. Apples are working up but show no radical advance for the week. California canned goods are scarce on the coast and firm everywhere. Small Eastern staple canned goods are very scarce and very high, particularly spinach, which has advanced another nickel during the week, making the large way quotation $1.30.

Dried Fruits.

Prunes are unchanged from last week, being perhaps just a shade easier. Demand is quiet. Peaches and apricots are neglected, with prices about unchanged. Raisins are still out of the market, so far as offerings are concerned, the crop damage recently reported being responsible. Prices continue on the last reported basis. Currants remain extremely high, being about twice the normal price as previously reported, with no change for the week. There are no imported figs, and will be none during the coming season. Dates remain unchanged.

Beans and Peas.

The ever elastic bean market has taken another jump during the week and the present quotation on pea beans is $7.50 a bushel. This is three times the price that was ruling only a comparatively short time ago. Marrows are ruling from $7.50 to $7.75. The scarcity and large demand are given as the reasons. California limas rule at about 7½, which is an advance of about ½ cent for the week. Green peas have also advanced to $4.75 per bushel in a large way. Scotch maintain their parity of about 15 cents higher than green. Small white beans from Manchuria, which are being sold as Japanese beans, are cutting some figure in the market, also green dried beans from Chili.

Butter.

The butter market is very firm at an advance of 1 cent per pound. This is due to the heavy consumptive demand, large exports and lighter receipts. The average quality is showing up well for the season and the prospects are for even higher prices during the present month. It looks now as if butter might not drop until after the first of the year.

Eggs.

The egg market is very firm at an advance of 1 cent per dozen on strictly fresh stock. Storage eggs are also firm and unchanged, with a good consumptive demand. The receipts of fancy fresh eggs are light and promise to continue light for some time. Storage eggs are gradually tending up, although they are already about 7 cents per dozen above normal.

Cheese.

The cheese market is very firm at ¼ to ½ cent advance, due mostly to the large export business and advices from the country points quoting an advance of ½ to 1 cent. The make has also dropped off. The quality is generally good for the season. Skims are in light supply and good demand.

Fish.

There has been no change in shore mackerel during the week. We are getting less fine shore n erel than we have been, as the has been very well worked ove no recession has been made high prices on account of the d in quality, the market has in advanced. Irish mackerel sho change, as do Norways. Th mand for mackerel is good co ering the prices. Cod, hake haddock show no change, the line being very high and scarce, ticularly cod. Salmon is uncha for the week, demand being good considering the high p Everything is very firm. Don sardines have advanced to $3.5 quarter oils; supply light. De quiet. Imported sardines are changed and still on a very basis. Some Norwegian su sardines are coming over but enough to easily supply the de

Provisions.

The provision market is firm unchanged, with a good cons tive demand. Prices are not to go any higher during Nove as the hog killing season has opened. In fact it is possible the prices may go lower. La very firm at ½ to ¾ cent adv There is no surplus and stock very light. In spite of the high prices (17¾ to 18 cents) home consumption is very h Compound lard is very firm shows an advance of ¼ cent. demand is good and the supply light. All cottonseed oil pro are high. Barreled pork is firm unchanged with a fair consum demand and very light rec

Would You Think This a Grocery Stor



An interesting photograph showing a bungalow grocery store i restricted district in Portland, Oregon.

Residents in the district do not object to a store of this arc tecture.

ied beef is firm and unchanged th a good consumptive demand. nned meats unchanged and firm.

NOTES OF THE DRY GOODS MARKET.

The enormous advances in cotton d cotton goods are exciting the ention of the trade everywhere. ıring the last three months raw ton has advanced fully 40 per ıt., while many cotton goods have vanced from 20 to 30 per cent. eeting, for example, has ad-nced from 5¾ to 7½ cents, and s is typical of advances along the tire line of cotton goods. Wool ods are also moving up and so e silks.

—

All dry goods jobbers report a ry heavy business for this period their season. The demand for ess goods is abnormally good, rticularly for serges and fancy atings.

—

New prices on woolen hosiery for xt fall's delivery will probably be ened in ten days or two weeks the primary markets. Owing to e difficulty in obtaining the needed ool and also to labor troubles, very gh prices are expected.

—

Wholesale dry goods dealers re-rt a shortage of children's and ys' union suits in all grades. Out-g flannels have advanced about 35 r cent. over opening prices and tton blankets a further 10 per nt.

—

Wool sweaters are on the upward end on account of the difficulty getting yarn. One of the most ominent lines of wool sweaters ıs advanced sharply during the eek. Cotton sweaters are also gher.

—

Marshall Field & Co., in their eekly review of the dry goods ade, say:—

Wholesale dry goods distribution for the current week shows large gains over the corresponding period of 1915.

Road orders for immediate and future shipment have been in heavier volume than for the same week of past years.

Merchants have visited the market in much larger numbers.

Collections for the week are in excess of the same period last year.

The market on domestic cotton goods is firm and advancing.

INDIVIDUAL MARKET REPORTS.

Wheat and Flour.

We have had some wild wheat markets this week and prices have scored a very considerable advance. We are rapidly approaching a very acute situation in that the price of wheat must be forced to an altitude that will compel rigid economy in its use.

The wheat situation is a very distressing one from a humanitarian point of view. The high cost of wheat will mean that hundreds of thousands of people will go hungry.

The world is just beginning to awaken to the fact that disaster has overtaken the food supply. We have discussed the wheat situation from every angle in all of our letters, and the condition we are facing to-day is one that we have foreseen for many months.

It seems to have been the policy of European wheat statisticians to minimize the requirements of the importing nations and magnify the quantities to be obtained from the exporting countries.

It has been contended that Europe was more or less independent of North America, but every week brings forth additional evidence of greater needs and smaller supplies. For instance this week's shipments from Australia are only 472,000 bushels as against over 2 million last week. India and Argentina have shipped this week 1,800,000 bushels as against 3,500,000 bushels last week.

The question is, where is Europe to get wheat?

Our visible supply in the United States is 60 million bushels as against 20 million last year. The Canadian visible is 16,814,000 bushels as against 18,067,000 bushels a year ago. We must be prepared to see these stocks dwindle away very rapidly and then witness a scramble amongst millers and exporters for the wheat that remains in our farmers' hands.

While wheat is to-day selling at a very high price it still has a long way to go before it will surpass the highest point reached, namely, $3.25 in New York in 1867. Here are the figures for wheat, corn and oats during the Civil War, and for three years after its close:—

HIGH PRICES IN NEW YORK.

Year.	Wheat.	Corn.	Oats.
1861	$1.36½	.71	.38
1862	1.43	.65	.58
1863	1.75	.93	.87
1864	2.75½	1.60	1.00½
1865	2.56	1.88	1.09½
1866	2.80	.96	.72
1867	3.25	1.35	.75
1868	2.75	1.44	.87

We give these figures because we think they are of particular interest in showing that the conclusion of the Civil War did not bring about lower prices. Wheat is the very life blood of nations—it is the staff of

Dear Grandma, We had Jello for supper and it was so good and mama says it is good for us too.

Expert Testimony!

Millions of kiddies in this great land might write the same thing to-night—and no better evidence of the real worth and popularity of Jell-O could be asked. For back of these kiddies who "just love" Jell-O are millions of mothers who are constantly seeking what is best for their children, and back of these mothers stand the most famous cooks and diet scientists in the nation.

They Know Jell-O is Pure and Good

And every woman who has to keep her home running right knows what a blessing it is to have at hand a PERFECT DESSERT—not only for the children—but for every sort of company and occasion, from the simplest to the most formal.

Jell-O is put up in seven pure flavors: Raspberry, Strawberry, Lemon, Chocolate, Orange, Peach and Cherry.

The flavors are pure fruit flavors, and the full strength of the flavors is preserved by the air-tight waxed paper "Safety Bags" enclosing Jell-O inside the cartons.

In all the world is no dime's worth like a package of Jell-O.

THE GENESEE PURE FOOD COMPANY
Le Roy, N. Y., and Bridgeburg, Ontario

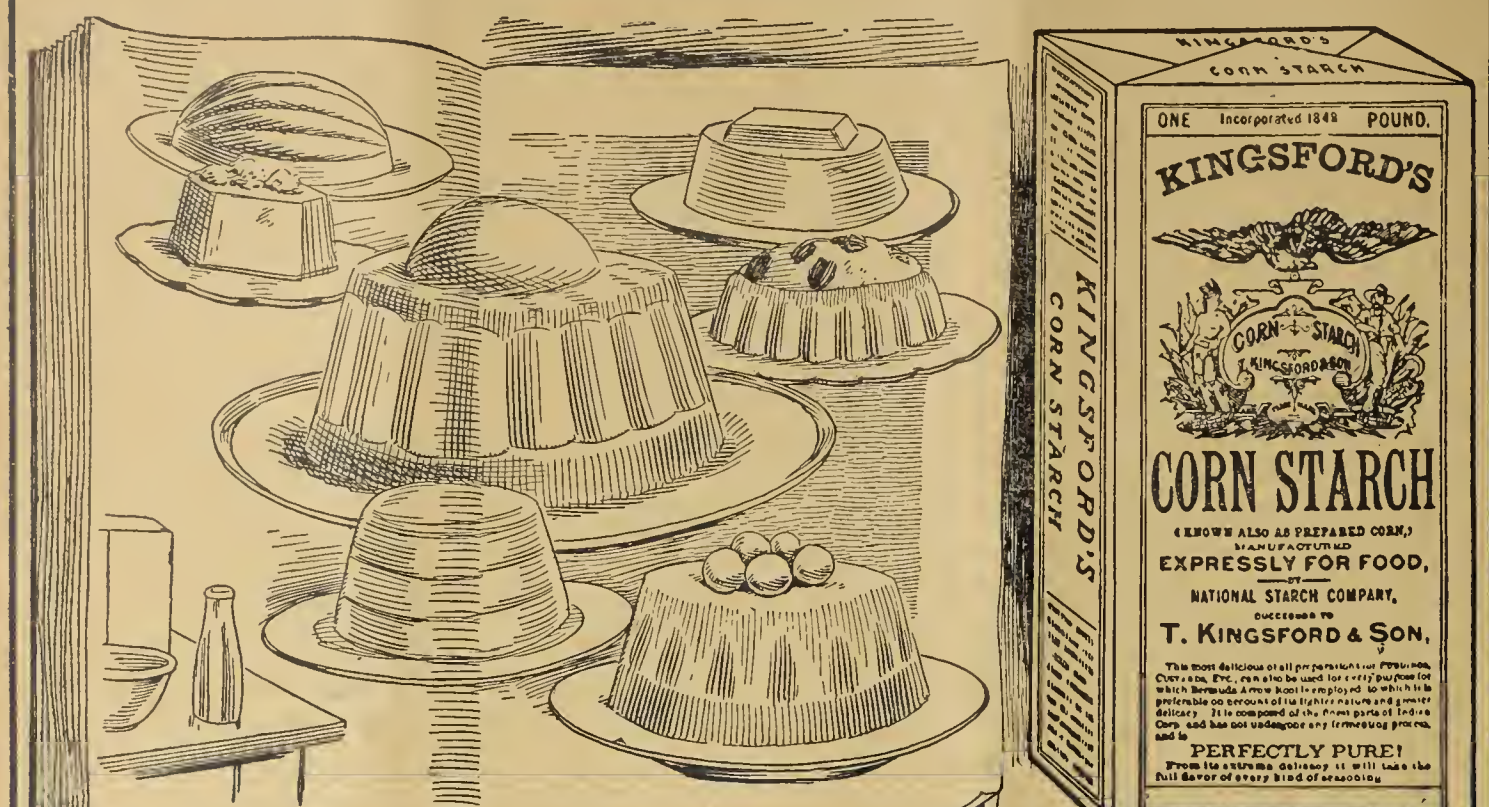


Look at These Shelves

Here is a store fitted with **Baines' Brackets.** Our word for it, there are at least 25 per cent. more goods on the shelves here than there can possibly be on the shelves of any similar store using the old style shelves. No crowding either.

The point about **Baines' Brackets** is that they hold up the shelves without uprights. That gives you the use of the whole unobstructed shelf length, and not only greatly improves the appearance of your stock, but gives you a place for at least one-fourth more goods.

PIQUA BRACKET COMPANY
PIQUA, OHIO



The Corn Products Cook Book Helps You Sell Kingsford's Corn Starch

Above is a drawing of the center pages of the CORN PRODUCTS COOK BOOK in which we print dozens of recipes for the use of KINGSFORD'S CORN STARCH, with the actual dishes handsomely illustrated in colors. We distributed millions of these books during the last year to housewives throughout the country.

Your customers would buy more KINGSFORD'S CORN STARCH if you kept it on display at all times, because most of them have the Corn Products Cook Book. KINGSFORD'S CORN STARCH has been the standard for over sixty years; it is famous for its delicacy and absolute purity. It SELLS better than any substitute or imitation because it *is* better. The sale of KINGSFORD'S is not only well established, but it is rapidly increasing.

Write Us for FREE Store Helps That Will Increase Sales

We'll gladly send you, FREE, cut outs, window trims, hangers, cards, etc., so that customers who have seen our advertising will be reminded of KINGSFORD'S when in your store; this will increase your sales and bring you many dollars of added profits.

The National Starch Company
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"KINGSFORD'S CORN STARCH will enable you to add many dainty and nutritious dishes to your menu. Let me put a package in your order to-day."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

life to civilized man. The year 19 has witnessed successive crop fa ures in both our winter wheat a spring wheat, also in Canada a Argentina. Australia harvests January and let us hope that no d aster befalls her crop.

SHANE BROS. & WILSON Co
J. W. Cra
Philadelphia, Pa.

—

Foreign Grocery Specialties.

Olive oil continues in very go demand with very steady pri with an advancing tendency. view of the steadily increas prices for cottonseed oil the pr ent market price for the fin grades of imported olive oil see remarkably cheap, and if advan of cottonseed oil continue, olive is sure to follow.

Tomato Sauce.—There is a cided scarcity of this article, prices have advanced very mater ly, and are likely to go still hig and the demand exceeds the sup at the present time and is lik to continue.

A shipment of new Spanish pi entos (red peppers) is on the w although only very small quanti are reported to have been shipp Stocks here are almost exhaus and new arrivals will find a re market.

Just a few small shipments salted pilchards have been recei and we are selling these goods about double the price which realized last season.

STROHMEYER & ARPE C
New York, N. Y.

—

Imported Fish Specialties.

Holland Herrings.—Never be in our experience have we rece so many cables and letters f shippers of Holland herrings ask us to take consignments and such Holland herrings for their count. Prices for Holland herri are to-day almost as low as were before the outbreak of the which is remarkable in view of higher prices prevailing for p tically all foodstuffs, including o herrings. It seems to be a good portunity for careful buyers those who look ahead to se their supplies of Holland herr for the season.

Imported oil sardines continu excellent demand. Prices are f maintained in all lines. Compa with prices for other food produ imported sardines have by no m shown the same proportionate vance, and may be considered reasonable in price. This is ticularly true of Portuguese dines, which in view of the scar of French sardines, have fo great favor with the sardine ea trade.

Norwegian stockfish has n been as scarce or as high as prevailing prices this season, still this stockfish sells naturally, in as large quantities as usual,

ies will hardly satisfy the de-

STROHMEYER & ARPE CO.
w York, N. Y.

—

Rice.

nand for the week can be re-
d as very good, showing
ed advance over previous
Purchases are on a de-
y larger scale, both for spot
s and "to arrive," indicating
stocks in hands of trade are
ng down, due to increased con-
tion on account of comparative
food value. Prices on all
s, Blue Rose especially, have
ced sharply and the primary
ets are refusing to book any
"futures." Japans appear to
grown in favor during the past
days, undoubtedly due to the
advance in Blue Rose. It is
red that Honduras, particularly
e prime to fancy styles, are
rapidly absorbed and will be
lt to match as the season goes

New Orleans the clean rice
et is unusually active under
demand and speculative in-
and prices on all grades have
ced from one-quarter to one-
cent.
the interior, Southwest Louisi-
Texas and Arkansas, the rough
market continues active with
y sales at advanced prices, and
nsequence of the independent
de of the farmers, millers are
ning to book business beyond
spot stocks.

D. TALMAGE'S SONS CO.
w York and New Orleans.

—

Spices.

e market is active and firmer.
understand there is little stuff
ute to America from Europe
the Orient and the tendency is
rds higher prices.
pper.—Large sales have been
during the week. There have
few changes in prices, though
s here are well below cable
ations on futures. White pep-
are in big demand at very
ly prices.
mento (Allspice).—In fair de-
d at steady prices. Futures are
ed sparingly at prices practi-
as high as spot quotations.
ace.—Rather quiet at present
unchanged.
utmegs.—Very active and large
ities have changed hands this
c. Nutmegs at present are low
ice and are likely to go higher.
ssias.—Saigon and Batavia
es are in only fair demand.
a grade is unsettled and prices
steady. The market in the
nt is higher than our market
esent.
ingers.—African grade is in
demand and firmer. Cochin
ers are scarce. Jamaica is also
e and firm.

McCORMICK & CO., INC.
altimore, Md.

A POINTER



WRIGLEY'S spear—the sign of the perfect gum in the perfect package—has pointed a way of happiness to millions of people; not only those who have bought and enjoyed the best chewing gum made—but those who have sold it—the Retail Merchants.

The wonderful WRIGLEY distribution—so complete that any person in any corner of the United States has but to step into the nearest store to find WRIGLEY'S SPEARMINT or WRIGLEY'S DOUBLEMINT DOUBLE STRENGTH—is convincing proof of the necessity and value of dealer co-operation—without which, one of the heaviest advertising expenditures in the world would fail to secure maximum results.

Through the **Pennsylvania Plan** we hope to show the merchants of Pennsylvania not only that we believe in them, but that real co-operation between



manufacturer and merchant means better stores, increased sales and greater profits.

Don't forget that the more prominently you display it, the more benefits and profits *you* will get from this most widely advertised product in the world.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.
CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S gives you *double* value—every package has five big sticks of delicious gum AND a United Profit-Sharing Coupon good for valuable presents."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



EVERYBODY LIKES Sunshine Biscuits

There's a SUNSHINE Biscuit for every taste and every occasion and every one has SUNSHINE Freshness, SUNSHINE Flavor and SUNSHINE Quality to insure Satisfaction.

You have many kinds of customers—some who want dainty little sweet biscuits for teas and parties, some who want more substantial biscuits to eat with milk, cocoa or bouillon, others who want "between-meal nibbles" for the children. You can please them all with SUNSHINE Biscuits and make nice profits for yourself.

Have You a Sunshine Rack?

We have a beautiful, substantial rack that will display under glass covers twenty cans of SUNSHINE Biscuits.

This is a practical fixture and an ornament to any store. Ask the SUNSHINE Salesman about the SUNSHINE Rack and our other sales plans that mean increased profits for you.

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY INTEGRITY SERVICE

WHAT TO TELL CUSTOMERS

"Try SUNSHINE Biscuits on my suggestion. I know you'll like them."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

AMONG THE TRAD

All of the large local bakers ticularly the Kolb and Frei companies, have advanced the of 5-cent loaves of bread to 6 and 10-cent loaves to 12 cents. chain stores who maintain bal have not advanced as yet.

Send for This Poster.

In the last issue of this appeared a facsimile of a beaut colored poster which the As tion of Hawaiian Pineapple ers will send to any retailer wants it. Last year they l poster, and 15,000 retailers pu their stores or their windows. actual size of this year's pos 11 x 14 inches.

Everybody now acknow that Hawaiian canned pineap the best in the world, partly b of the way it is packed, but m because of the unusual quality pineapples that grow in Hawaiian Islands. The Assoc of Hawaiian Pineapple Packe regularly advertising Hav canned pineapple to consume over the country. Send fo poster right away. The as tion's officers are in the G Building, Chicago.

THESE MANUFACTURERS GRATUITOUSLY SEND RE ERS ADVERTISING AND PLAY MATTER.

(Continued from page 17.)

The O. & W. Thum Co., Rapids, Mich. Furnishes show chandelier cards; also window —six pieces, on paper, in c One show card is sent in each of 250 sheets. Tanglefoot Fly P

The Southern Cotton Oil 24 Broad street, New York. Fur recipe books, cut-outs, window parencies, complete window envelope stuffers, electros, la slides showing dealer's name, other dealer-helps. Wesson S drift Oil.

Loose-Wiles Biscuit Co., Island City, New York. Fur cut-out displays, store hangers, zine advertisement reproduction boards, sampling lists, and attr blank cuts for retailers' advert

Buffalo Specialty Co., 375 E street, Buffalo, N. Y. Furnishes dow trims, newspaper electros ters and circulars for dealers to out to their customers. I Veneer.

William J. Moxley, Inc., delphia, Pa., will send to all d handling their butterine wi trims, cut-outs, empty cartons, ing picture slides, quarter-p samples and much other mater use in advertising and exploitin goods.

The Hill Bros. Co., New will supply, advertising Drom Dates and Cocoanut, framed signs, date hanger, yellow paper, empty date cartons, coc hanger and all material necessar window displays.

Ours is the Only Distinctive Coffee Proposition Offered Retailers

Unless you get beneath the surface the proposition of one wholesale coffee house is very like another.

And when you get beneath the surface about the only proposition which is vitally different and individual is ours.

We offer what nobody else offers:—our line of **Harisco Standardized Coffees,** a line of standard blends and grades, each the very finest in its field, each adapted for some particular use and purpose. In the **Harisco** line somewhere will be found any kind, any price coffee that any retailer can want.

But there is more—**Harisco Standardized Coffees** keep absolutely uniform. The retailer who adopts one of the line as his standard quarter leader, for instance, can feel absolutely sure that as he first got it, so it will remain. He will *never* have complaints of varying quality.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	◇H◇ Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

A Change in Price on Aunt Jemima's Pancake and Buckwheat Flour



We have issued a new price list, dated Oc-ber 20th, which increases the price of **Aunt mima's Pancake and Buckwheat Flours.**

The reason for this advance lies in the abnor-al condition of the wheat and corn market, ıich gives us the choice of making this change doing business at a heavy loss.

This statement is warranted by the comparative st of wheat and corn.

	Oct. 24, 1915	Oct. 24, 1916
No. 2 Hard Wheat	$1.03	$1.80
No. 2 White Corn	.59	1.00

All other ingredients in the same ratio of lvance, including cost of the packages. We ıve been careful, however, to provide in the new rrangement a liberal profit for you.

till the Cheapest Food on the Market

While you will find it necessary to ask more than before for Aunt Jemima's, remember that this popular food is ready mixed with all that is required, including the sweet milk, in powdered form, which every housewife knows is necessary to make good pancakes. This feature saves the housewife the cost of a bottle of milk with every package, and a bottle of milk costs at this writing an average of 9 cents.

Aunt Jemima Is Nationally Advertised

Full pages in the Saturday Evening Post, Ladies' Home Journal, Woman's Home Companion, Good Housekeeping, and other standard publications, will constantly acquaint the housewife with the economy of these goods, because of the sweet milk feature and because of the quality of the other ingredients that go into it.

Aunt Jemima Stands for Quality

This advertising will make the goods sell quickly—make a quick turn-over for you—and that means profit.

Housewives will readily pay more for Aunt Jemima's if they understand that they actually save money on account of the milk feature. Pancake Flour without the milk feature is very expensive.

Tell your customers about this. Show them how they can save money by using **Aunt Jemima's.** Remember, no milk should be added, for sweet milk in powdered form is already mixed with the flour.

"A bottle of milk is saved with every package of **Aunt Jemima's** bought.

AUNT JEMIMA MILLS COMPANY - - St. Joseph, Mo.



This is a Lesson by Me in Advertising.

D'ye know, there's an awful bunch of fellows in the retail business that advertise right along, or do what they think's advertising, that don't any more know what advertising means than a dead man.

I was talking with a customer of mine last week. He's one of 'em, and when I tell you his story I tell you the story of a big bunch of other fellows in the same boat.

Him and I was talking about business in general. His town is a good live country town, about 6,000 people, with two papers in it, one Republican and one Democrat. This customer of mine is a Republican and he does a little bit in politics. Been a candidate for one or two little offices, I believe, though he ain't ever got elected, so they tell me.

I asked him what he did in the way of advertising.

"Oh, I have an ad. in the Republican paper right along," he said.

"That the best paper here?" I said.

"It's all right," he said. "The Democrat sheet has a bigger circulation. You know this county is Democrat. But I wouldn't advertise in that, you can bet your boots."

"Why not?"

"Didn't I tell you it was Democratic?" he said. "I'm a *Republican*."

"What the hen has that got to do with it?" I asked him.

"*What's it got to do with it?*" he came back, as if I was a jackass for asking, "think I'm going to advertise in a Democrat paper when I'm a Republican?"

"Well, can you beat that?" I said. "What are you advertising for anyway, old man? To help politics or to help your business? I'd advertise in any old thing that would get business for me. Good Lord! Don't you sell goods to Democrats?"

"What's that go to do with it?" he said.

"It ain't got anything, if you don't see it," I said.

"Well, I wouldn't advertise in the sheet anyway," he said. "When I was running for Township Collector last year it roasted me up hill and down dale. Said I wasn't as good a man as the Democratic candidate, and a lot of things."

"Well, when you come to that," I said, "it might be the truth. But I don't give a darn whether it is or not. If it's a good paper and I could get business by advertising in it, you can bet your neck I'd do it."

"Oh, advertising don't pay anyway," he said. "I advertise in the other paper right along and don't get a thing out of it."

"What rate do you pay?" I asked.

"I don't know, tell the truth, It's a trade arrangement. I've been in it for years."

"What d'ye mean, a trade arrangement?" I asked him.

"Why, he puts the ad. in and takes it out in goods," he said. "He owes me a lot of money, too. I'll have to get after that."

"Who gets up the copy?"

"Oh every once in a while he comes around and I tell him what to put in."

"Well, do you get any business from it?"

"Not a bit."

"And I ain't surprised," I said. "I'd be a heap surprised if you did get any. You pick the poorest sheet in the place to put your ad. in, don't pay any attention to what it costs, or what kind of stuff goes in it, and call it doing advertising. That ain't advertising. Holy gee!

"Don't you know," I said, "that there's a whole bunch of fellows that pull good money out of their advertising? Ain't it ever struck you that that's what advertising's for?"

"What do you know about it?" he said.

I just sat and looked at him like a papa does at his boy that he'd like to lam but dassn't because the boy's bigger than he is.

"I don't know anything," I said. "Not a blamed thing beside a big advertising gun like you. body knows anything abo vertising side of you."

Listen here. I ain't any tising man but I see what tising does and I'd give my two shirts to jump in and just see what I could d that fellow's business. couldn't get people in that that ain't ever been in it I'd eat the shirt without s

THE STRO

Switzerland is Worse Off for Than We Are.

Since September 1, 1916, has been sold by the retail of Switzerland to the consu quantities not exceeding 1 Owing to the scarcity of thi uct very little comfiture ha made for the winter consu As the continental breakfas sists of jams, bread, butt coffee, the effects from the age of sugar are already bei Relief, however, is expected

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

What Does It Mean To Grow.—Six feet isn't growing. You've known fellows nearly twice as tall as you are that couldn't figure out the one-half of one per cent. on one hundred dollars to save themselves. Real growing (commercially) is mental growth. You remember some time ago I had a paragraph that read something like this: "What have I done to-day to make this business better?" That's a very searching question. I found it on my desk one morning neatly written by a member of the firm with whom I am now associated. It went right straight home. Night after night I resolved in my mind the things I had "done." Some were small things, of course, but the sum total showed that I was a factor in helping to strengthen the business and I felt proud of it. That's growing. Your mind is at work. A man's hands and legs and tongue may be busy all day long, yet he may have accomplished very little. To grow, gentlemen, you must actually put yourselves boss's place. If you don't so he's going to put another fe your place.

* * *

Women and Set Notions know there are people who i picking. They want the nice even potatoes; the largest fruit, all russet color; the medium-sized tomatoes, and In justice to your firm, they pay extra. Be open about it selecting takes time and it a into the heart of your stock. is never wise to come right o footed and say, "I'll have to you more for selecting The nicer and more diplomat is to name the price when th is completed. Yet even at isn't policy to encourage th of thing, because you seldom any money on the "set n woman. The thing I want to out is that you must at all keep a single eye to the b end.

You Hiding the Pickles?—It ıll how much careful hiding is done in some stores. A like loose pickles—dills, for :e, or loose sours, should be up right on the grocery r very often, in a new 10- mackerel kit. Put dill stems l one and garnish the other urly kale or spinach, or any- that will look odd. Pickles e of those things that people vhen they see them.

* * *

e About Kicking.—A kicking gets my attention. Don't mis- ue this. I don't mean the fel- at's always getting the worst I mean the chap that sees . The one that can discern ılty system and come right up ıow where that fault lies and t should be remedied. That's call good old kicking.

* * *

Customer First.—Whatever you are doing back of the er, or front of it for that mat- eep your eye out for the cus- . That's first. That's what your salary. Stock fixing go. Cleaning must go. Gos- ust go. Everything must go ference to that 2-cent, $2 or der. Get the money.

Shuman System of Shelf and Counter Pricing.

s is a new system of pricing by shelves or parts of shelves. same device also serves as a tag on top of goods, on the of baskets, crates, boxes, etc. e Shuman shelf clamp consists ingle strip of galvanized sheet bent into such a shape as to it a positive spring clip. The ıant springs this clasp onto the then pastes on the vertical of it a gummed price-sticker ded for the purpose.

ckers are made in two sizes, in , in such a way that 18 differ- tickers enable the merchant to all possible prices of one or igures from 1 cent to 99 cents. ıe set also includes stickers ng the characters "lb.," "doz.," as well as a series reading 5c," "for 10c," "for 15c," "for "for 30c," "for 50c."

ıe Shuman outfits are sold in consisting of 50 clamps and gummed stickers.

ıe Frank G. Shuman Co., Room 168 N. Michigan avenue, Chi- , makers of this device, are keting it through the regular ing channels, though they tell ıat they will send one trial set arcel post prepaid on receipt of rice, $3.25.

"The Greatest Match Makers in the World"

¶ Pretty good reputation that, isn't it? But it's true and we regard it as a good deal of a standard to live up to. We won it only after thirty-three years of honest, intelligent attention to scientific study, skill in production and honest dealing with the public.

¶ And that wasn't all that brought it. We never would have won it without the friendship and co-operation of the Grocers of the United States—the friend alike of the manufacturer and the consumer.

It takes the right kind of combination to set the world ablaze

The Diamond Match Company

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY INTEGRITY SERVICE OUR

SAY TO CUSTOMERS

"The DIAMOND MATCH is a safe match to have about the house. They burn evenly, are non-poisonous, and the heads don't fly off."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



No. 388.—The Right of Cancelling Orders Seen in Two Lights.

Here is an every day business problem on cancelling orders which will be of general interest:

Pennsylvania.

We should like to be informed just how far our right to cancel an order goes in the following case. We try to stand by our orders and agreements, and always have done so, but we confess that occasionally we have cancelled orders, when it has been profitable to do so. We suppose that if the manufacturer had refused to accept our cancellation, we would have taken the order, but it was allowed, and everybody seemed to do it, so we have gone along with the rest.

Now in this case we ordered goods for early September shipment. We told the salesman that we would want them by the 10th, as our selling season for these goods is on by then. There was nothing in the order which said by the 10th; it merely said early September shipment. The writer has read the order carefully and there is nothing in it which gives the manufacturer a right to change the shipment.

The goods did not come by September 10th, and when we wrote, they said they would ship as soon as possible. A lot of things tied them up, they said, and we wrote back giving a few more days, and then again demanded shipment, and still nothing happened, and on September 30th, we wrote cancelling the order. It is true that the market was a little lower then, but that was not the reason for cancelling. We cancelled because the goods were so late that we had to buy elsewhere. Finally on October 10th the goods came. We refused to receive them and they went back. Now the manufacturer says we must take them and threatens to sue if we do not. We have told him to sue. Please state whether we are liable and whether he will likely get judgment against us if he sues.

Yours,
A. B. & Co.

I should say that the seller in such a case, having broken his own contract first, could never get judgment from the buyer. That seems as sure as anything can be.

Here, in a nutshell, is the law covering cancellation of orders: A, a retailer, is called on by B, a salesman for a wholesale dealer C. A signs an order for goods, and B forwards it to C. There is nothing in the order to qualify it in any way; it is a flat order for goods, which the salesman, with authority, accepts and forwards.

When that order is accepted, it becomes a completed contract between A and C, and if it wasn't for one thing, which I will discuss presently, A could no more cancel it without C's consent, than C could refuse to ship the goods without A's consent. Nevertheless such orders are cancelled by the hundreds every day, and very rarely indeed does the seller do anything about it. As a matter of business policy, he lets it pass just as his competitors do. In this way the right of cancellation has become *a custom of the trade*, which is really, in a sense, written into the order. In other words it has become so firmly fixed as a custom or habit, that when a buyer gives an order, it could be argued with much force that he did so subject to the customary right of cancellation before shipment. Indeed, I will go further than that, and say that where A, a jobber, and B, a retailer, have been dealing together for a time, and A has repeatedly allowed B to cancel his orders, he, A, cannot refuse the privilege without giving B notice. A, after allowing repeated cancellations, could not suddenly say some day, when B cancelled an order, "No, this order you must take."

In order to get around this, many manufacturers and jobbers are now putting in their order blanks the words "This order not subject to cancellation." That gets rid of the custom of the trade absolutely. A buyer who signs an order with those words in it cannot cancel on the ground that he has always been allowed to do it. It is then a positive co and he must take the goods.

All the above has to do with cases where the buye tempts to cancel right awa fore the seller has had tin ship. In such a case as the correspondent cites, he cer had the right to cancel at any after September 15th, for September" shipment obv could not extend beyond the dle of the month. The grou cancellation was of course the seller had fallen down contract. And if the buye the right to cancel any time September 15th, he certainl the right to do it September In my opinion the manufa in this correspondent's case a leg to stand on.

(Copyright, November, 1916, Elton J. Buckley.)

NOTE.—Requests for informat this department should tersely s in full all the facts bearing on th and all questions should be ca framed to avoid misconstruction. on one side of the sheet only. should be received at this offi



A Set Consists of:

50 adjustable metal clamps
50 full size sticker 0 to 9
50 narrow sticker 1 to 8
50 each—"½"—"lb."—"doz."
10 each—"for 5c"—"for 10c"—"for 15c."—"for 25c"—"for 30c"—"for 50c."
Total 1110 stickers

Price of complete set as above $3.25

Extra clamps $2 50 per 100.
Extra stickers, 10c for 50.
Order Through Your Jobber
or if he does not carry them send us check or money order for $3.25 and complete set will be sent you by parcel post prepaid.
Send draft, money order or check to

Frank G. Shuman Company
Room 906 168 No. Michigan Ave.
CHICAGO

A $3.25 Equipment of

Shuman Shelf Tags

Will sell more goods than one extra clerk—every day

They save clerks time
They make no mistakes
They invite purchases
They inspire confidence
They look businesslike
They make inventory easy
They are always on the job
They save marking every article
They ask no pay
They cost very little.

Shuman's Adjustable Price Sticker and Shelf Clamps

consists of a single strip of galvanized steel 2¼ in. wide bent so that it clamps itself firmly onto any shelf, from ¾ in to 1¼ in. thick.

The price-sticker is pasted onto the clamp either before or after it is sprung onto the shelf.

Stickers are gummed with fish glue, that sticks on both wood and metal surfaces.

Eighteen different labels—make all combinations from 1c. to 99c.

Order One Set

Try it out in one section of your store. Then watch it boost sales in those stocks.



an Tuesday of each week, to en- answer in the Monday's issue ig. The signature and address writer must accompany all in- and will be published un- re is a request not to do so. All s received will be answered charge. Address all communi- to Legal Editor "Modern Mer- nd Grocery World."

nsylvania Organization Notes.

y towns in the State enjoyed e'en parades given under the es of the local associations of ss men.

* * *

Business Men's Association anheim, Lancaster County, y entertained the Young ss Men's League of Lititz. It most enjoyable affair.

s are being made by the im organization to establish nent rooms for its use.

* * *

Butler Business Men's Asso- held its fall rally on Oc- 7th, also celebrating its tenth rsary as an organization. 125 members were present. rincipal speaker was B. F. kle, a local manufacturer, e made an address full of l suggestions to the business Other speakers were Presi- eorge I. Woner, Secretary A. od, H. W. L. Graham, presi- f the Chamber of Commerce; y S. Adams, of the Farm u; Walter Summer, secretary ber of Commerce, and P. W. A social session followed. -seven new members have added to the roll during the ear.

* * *

Dealers' Aid Bureau, made the merchants of New Ken- n, will join the State Asso- n at its next meeting.

* * *

Rochester (N. Y.) Chamber mmerce will hold an all day nants' council on November Merchants within a radius of iles have been invited. The is being arranged by the sale dealers of Rochester and tendance of 500 is looked for. g programme has been ar- d. Mr. Smedley will address fternoon session. A banquet een arranged for the evening.

* * *

e Pittsburgh Retail Grocers' n is arranging for a big food to be given early in 1917.



Sell Borden's Milks for Cooking Purposes

BORDEN'S EAGLE BRAND CONDENSED MILK and *BORDEN'S PEERLESS BRAND EVAPORATED MILK* should also be sold by you for cooking purposes. Do not be satisfied to let your customers use *BORDEN'S MILKS* only at the table; they are better than raw milk for many dishes; for baking cakes, cookies, cinnamon buns, crullers and waffles; they enrich all gravies, soups and sauces. *BORDEN'S EAGLE BRAND CONDENSED MILK* is the best for babies. It is rapidly and completely digested by the infant stomach, contains all the nourishment of fresh cow's milk and is absolutely pure. It has been famous as an infant food since 1857; more infants have been successfully reared upon it than upon all the other infant foods combined, and the hundreds of thousands of sales of *EAGLE BRAND* have passed solely through the wholesale and retail trade. You have no article in your entire stock that is more popular or more widely known. You will avoid trouble from dissatisfied customers if you will *PUSH THE SALE* of *BORDEN'S BRANDS*.



BORDEN'S BRANDS, both sweetened and unsweetened, are made by the most modern process and guaranteed absolutely *PURE*.

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

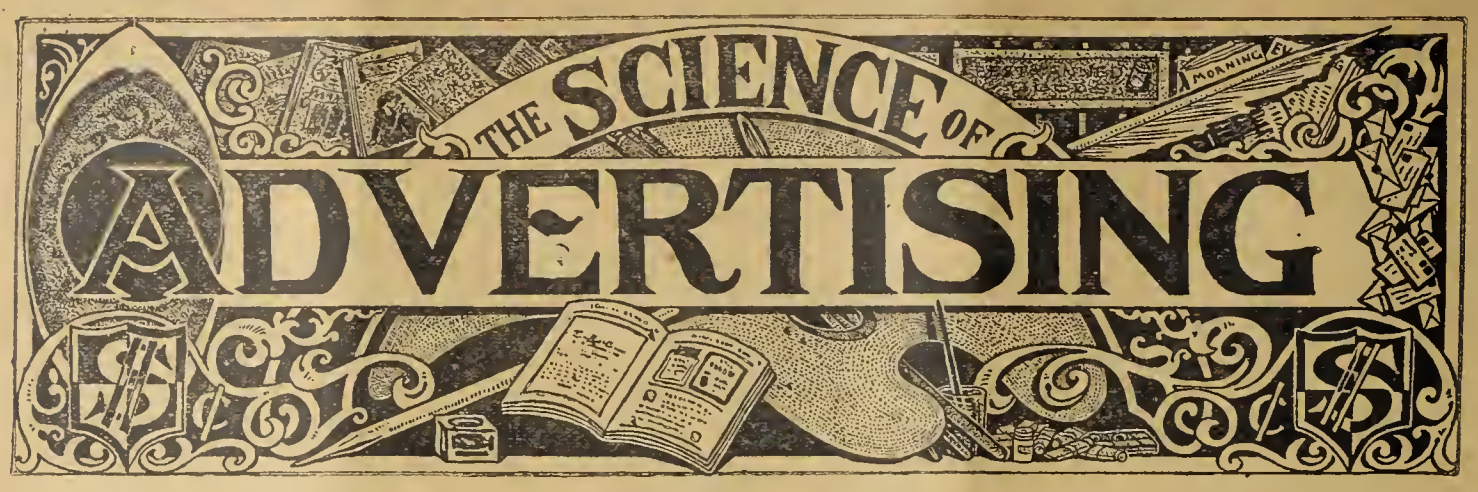
Established 1857 **NEW YORK**

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA.

WHAT TO TELL CUSTOMERS

"**BORDEN'S BRANDS,** both sweetened and unsweetened, are made from the **HIGHEST GRADE** raw milk by the most modern process of manufacture and are guaranteed **ABSOLUTELY PURE**"

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



A great many writers on trade topics agree that the biggest single item of expense in the retail business is delivery, and that in many cases this could be very decidedly cut down. All agree, also, that it is more or less of a touchy subject with the consumer, who is lazy and greedy and likes everything given him and done for him that can be. Here is an advertisement on delivery which appeared in the Dover (N. J.) "Advance" from Lehman & Co., retail grocers of Dover, N. J.:—

DELIVERY SERVICE.

To be your delivery clerk isn't a very enviable job at any time and is particularly undesirable in hot weather. If people took into consideration the wear and tear on their bodies, to say nothing of the time and shoe leather, they would in all probability realize that delivery service is the cheapest service in the end. The time will never come when such service can be dispensed with. In fact the demand for it has grown, as shown in increased facilities in some of our stores. The days of the "basket" suggest the days of women burden-bearers and we are inclined to think that that custom along with that age has passed for good. The women of 1916 have higher aims and their work is along more progressive lines.

Of course this advertisement is directly opposed to the effort many retailers are making—to cut down the cost of delivery. This advertisement invites consumers to use delivery more and more, which may be a good thing to do, and may not be. I suspect that there are chain stores in Dover, N. J., who do not deliver, and Lehman & Co's advertising is intended to contrast the easy comfort of getting your goods delivered free, with the bother of taking a basket to a chain store and carting your own goods home. This might be good business and it might not, as I said before. Sometimes the individual store is put to it to meet the competition of the chain store, and naturally the thing to do is to exploit everything the individual store offers which the chain store does not. Free delivery is one of them, of course, and it is probably a good advertising stunt to feature that as much as possible.

* * *

I have from C. M. Hertzog, of East Greenville, Pa., a circular which he used to advertise his fourth anniversary sale. Like the piece of Hertzog advertising which I reproduced and commented on some weeks ago, it is pretty crudely printed. If I were Mr. Hertzog, I should get a new printer or read the riot act to the old one. His advertising is wholly devoid of typographical attractiveness. Styles of type are combined which were never intended to go together, and the effect is exceedingly bad. A country town printer can't be expected to have all the type styles in the world, but he can be expected to have common sense. Mr. Hertzog's offerings for his anniversary week were as follows:—

Monday, October 9, 1916.

Different manufacturers will have samples here for you to try, be sure and visit our store every day during the week.

Specials for Monday Only.

2 Pieces Wrigley's Scouring Soap for 6c
2 Pieces Climax Soap for 6c
Not more than 4 pieces to a customer.

Tuesday, October 10, 1916.

Specials for Tuesday Only.

Japsilk Crochet Cotton Special 9c a Ball
Ladies' Silk Stockings, White and Tan Color
Regular Price 50c a Pair. Special Price 39c a Pair
Chocolate Drops Special at 15c a Pound
New Mince Meat at 15c a Pound
Fresh Supply of Raisins, Prunes, Apricots and New Corn Meal

Wednesday, October 11, 1916.

This is Knox's Gelatine Day, be sure to visit the store this day to see Knox's display.

Special for Wednesday Only.

Henderson's $1.50 Corsets for $1.29.

Thursday, October 12, 1916.

On this day we will give to every customer a sample package of Postum free.

Specials for Thursday Only.

Men's Underwear, Both Summer and Winter Weights
Regular Price 50c Each. Special Price 40c Each.

Friday, October 13, 1916.

IS NATIONAL BISCUIT DAY

IN WHICH WE OFFER A

Five-Cent Cake Sale

of cakes fresh from the ovens of the National Biscuit Co.

Chocolate Fingers ... 6 for 5 cents
Tokens .....25 for 5 cents
Leap Year Jumbles..12 for 5 cents
Rosemary .....12 for 5 cents
Seafoam Biscuit ....12 for 5 cents
Five O'clock Tea ....12 for 5 cents
or by the pound at 22 cents a pound.

And many other delightful cakes, crackers, etc., that we invite you to call and sample.

FREE With every 25 cent purchase of National Cakes A PACKAGE OF UNEEDA BISCUITS

Saturday, October 14, 1916.

Specials for Saturday Only.

Ladies' Knit Drawers, with Lace Bottoms
Regular Price 25c Each. Special Price 20c Each
Ladies' Knitted Vests, Long Sleeves, Winter Weight
Regular Price 50c Each. Special Price 39c Each.

FREE—On Saturday, October 14, 1916, we will give to every customer (not including children) a beautiful and useful souvenir with every purchase of 50 cents' worth or over.

This should have made this store a lively place during the anniversary week. Something doing every day. I consider this a good advertising idea. I should hinge some special effort on everything I could, provided it was logical and legitimate. Inventory taking, clean-up sale, store anniversaries, coffee week, raisin week, removal sale, all things make good pegs to special sales on.

—

NOTE.—This department is devo the criticism of advertising matte in, to the devising of new adve ideas for special occasions, upon r and to the suggesting of origi.al tisements when data is supplied communications sent for this D ment should be addressed to the of Science of Advertising. The be taken up in strict rotation.

One Writer's View on Evils of Cutting.

A recent writer sums up the of price-cutting in the foll language:—

Price-cutting tends to ste ily lower the quality of goo

Is destructive of the sm retail merchant and manu turer.

Is a weapon of monop big business and a method unfair competition by tr parasites.

Lessens the incentive to r development, invention and initiative.

Price-cutting kills and stroys the benefits derived fr advertising and causes manufacturer to gradually continue it.

Kills off the small dealer country communities; redu credit ratings; takes away destroys the good will of p ducer.

Lessens remuneration both wholesaler and retailer distributing the goods.

Price-cutting is the policy destruction.

Lessened margin leads poorer service to the consum

Are You Selling Corre Marked Cheese?

Government Decides What Pa Cheese Must and Need No Marked.

Special Correspondence of "Modern Me and Grocery World."

Washington, D. C.,
November 2, 19

The Federal Food and Bureau has issued a statement the following varieties of c must bear the quantity of the tents, plainly and conspicuo marked on the outside:—

DOMESTIC.

American cheeses of t cheddar type: Boxes or drum containing from 1 to 4 cheese according to size, cheddar twins, daisies, twin daisies, lo horns and young Americ sage, spiced and pimento daisy and young Ameri styles.

amembert type: Individual
ses packed in boxes.
otted: Jars and cartons in-
ng such jars, containing
heon or club, pimento,
uefort, Parmesan and other
eties.
ottage and other varieties
oft cheeses packed in par-
ed paper pails.
hiladelphia cream, Isigny
, luncheon, pimento,
py and other varieties,
pped in paper or in paper
metal foil.
ndividual wrapped domestic
ses of the Neufchatel and
types.
ndividual cheeses of the
k and Limburger types
n wrapped in paper, with or
out foil or paraffin coating.
ineapple: Boxes or cases
taining a number of un-
pped units.
Hand Kase: Boxes or cases
taining a number of un-
pped units or units loosely
pped in muslin or paper.
Munster: Individual cheeses
pped in paper.

IMPORTED.

Edam: Individual cheeses
pped, covered with tinfoil,
packed in tin cans.
Roquefort: Individual
eses wrapped in tinfoil and
chment paper.
Camembert: Wooden boxes
tins containing individual
eses.

e following packages of cheese
not be marked with the net
nt:—

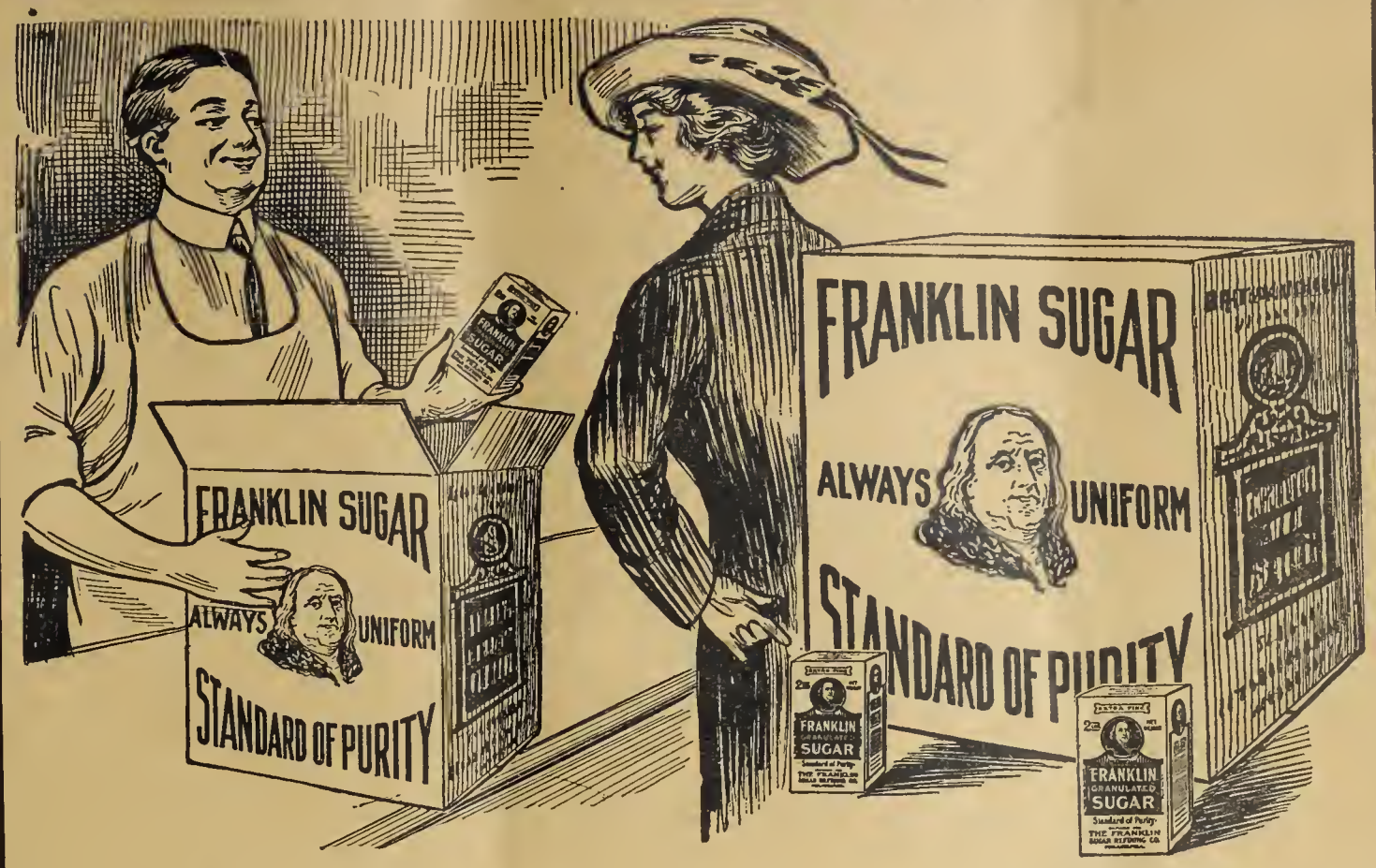
DOMESTIC.

Swiss type: In loaves weigh-
g 100 pounds each, and
cked in tubs, usually 4 loaves
the tub.

IMPORTED.

Swiss: In loaves weighing
om 100 to 250 pounds each,
ually packed 4 or 5 loaves to
e tub.
Edam: Unwrapped.
Sap Sago: In casks contain-
g about 225 pounds; or half
sks containing about 100
unds.
Reggiano or Roman: Un-
rapped, packed 4 loaves to the
b, each loaf weighing 40 to
pounds.
Parmesan: Unwrapped,
acked in tubs of 4 loaves, the
aves weighing from 30 to 50
unds.
Gouda: Packed in cases con-
ining 4 cheeses, each weigh-
g 10 to 45 pounds.
Stilton: In loaves weighing
bout 12 pounds, packed in
oxes.
Gorgonzola: Packed in bas-
ets containing 10 or more
aves, the loaves weighing
bout 20 pounds each.

HOLT.



Sell Franklin Carton Sugar by the Container

Your customers know what sugar is and what it will do, and expect to keep on buying it and eating it as long as they live. The right thing to do when a woman asks for sugar is to sell her a SUPPLY instead of SAMPLE—sell her a WHOLE CONTAINER of FRANKLIN CARTON SUGAR instead of one or two CARTONS.

It's easy to show a woman the convenience of having a CONTAINER of FRANKLIN CARTON SUGAR in the house, always handy when she needs it.

Selling FRANKLIN CARTON SUGAR by the CONTAINER is not only a convenience for your customers, but it saves you money, because you make one delivery instead of dozens. It gives you a wholesale outlet at a retail profit—you don't have to even open the CONTAINER to make your profit on every CARTON in it. When you sell a woman a CONTAINER of 30 two-pound CARTONS you make the profit on her purchases of sugar for some time to come; if you sell her one CARTON you leave an opening for competitors to sell her the other TWENTY-NINE. Lots of your customers buy flour by the barrel, potatoes by the bushel, canned goods by the dozen—it just as easy to sell them FRANKLIN CARTON SUGAR BY THE CONTAINER. Try it.

FRANKLIN CARTON SUGAR is packed 24, 48, 60 and 120 pounds to the CONTAINER. Ask your Jobber for full information as to grades.

The Franklin Sugar Refining Company

PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"Here's the right way to buy sugar, Madam—**30 Franklin Cartons** in a neat **Container.** It's a big convenience to have a supply of sugar in the house and know you won't have to run out every time you want a pound or two."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off retail list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.

"J. S."
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS,
415 Curtin St., South Williamsport, Pa.

Offer No. 146.

One $350 check-throwing, total adding National cash register; has double banks of keys, one of which can be used for stamps if desired; in use 2½ years and for sale on account of closing store in which used; perfect order; $90. One Acme style delivery push cart, in perfect order; cost $30, used 2½ years; sell for $12; made by Fischer & Co., wagon builders, Twelfth and Columbia avenue, Philadelphia.

Either of these articles can be seen at 1901 Orthodox St., Frankford, Philadelphia.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed Pudding, 10-cent packages, at 6 cents per package.

60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent c
at 3 cents per cake.

25 cakes Enoch Morgan's Sapol
cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5
cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster,

Offer No. 148.

Have on hand an Enterprise Co
Coffee Mill, two 19-inch drive wh
have no use for it, am using el
mill. Also some Wm. Wrigley's S
ing Soap. Make offer.

SNADER & CO.,
Adamstown,

**Important Notice to those Adver
in the Exchange Department**

If the goods advertised do not
after four weeks, will the owner k
notify us, so that the offer may be
continued? We desire to keep th
partment as clean and fresh as pos
and if goods don't move in four w
they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "M
Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten c
postage to pay for remailing the same. The price of each insertion is two cents per word in advan

HELP WANTED

WANTED.—A live-wire clerk (grocery and meat cutter preferred) who can take full charge when necessary; must be a good, quick worker and come highly recommended; good pay to right man. In a city of about 80,000, in Connecticut. Address, giving full details, C. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 19

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

MISCELLANEOUS

WANTED.—By man with bank and business reference to back him as buyer and manager of large retail grocery and meat store. Can assure my employer any desired percentage of profit. Past record will show that I am considered an expert in the handling of a retail business. Can furnish cash bond, if necessary, to secure a good paying position. Address F. P., care Grocery World Publication Co., 927 Arch St., Philadelphia. 19

FOR SALE OR RE

STORES.

FOR SALE.—Grocery and meat
ket, doing about $15,000 a year;
and fixtures in first-class condition,
would average about $2,000; locate
one of the best sections of a town
ing about 18,000 population; store
for $12 a month; no teams req
and no goods delivered; good rea
for selling. Address R. P., care Gro
World Publication Co., 927 Arch
Philadelphia.

FOR RENT.

FOR RENT.—Modern store and d
ing for rent in Bethlehem, Pa., co
Broad and High streets. Address E
Koegel, Lehighton, Pa.

FIXTURES.

FOR SALE.—Retiring from busi
and will sell cheap: one Acme ele
coffee mill, one Cyclone sauer kraut
ter (extra knives), one Sherer dis
counter. Address Acme Supply Co.,
K St., Washington, D. C.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

This Space Reserved

for

C. Wilkinson's Sons

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Leonont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Household Specialties.

United Royalties Corporation, 33 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

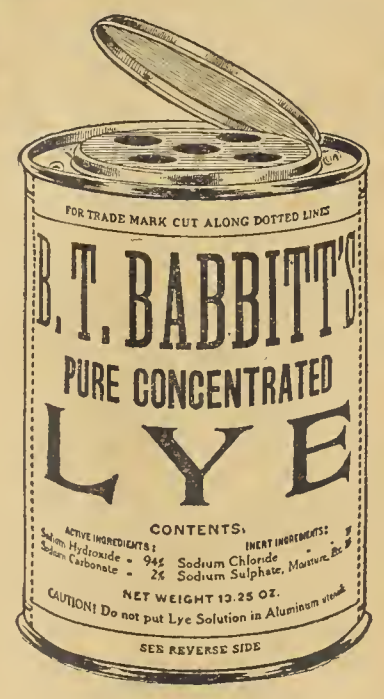
Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.

BABBITT'S

PURE CONCENTRATED LYE

"Keeps its strength to the greatest length"



and that's why consumers know it's "The Lye to Buy." There are many uses for lye and its virtue all lies in the way it is made, just as its sale depends on the way it's advertised. We keep up its quality and strength. It is unequalled as a home soap maker, disinfectant and deodorizer. The new sifter top tin makes it handy for the consumer to use. Call your customers' attention to this new package and you have additional sales and profits. The Trade Marks are good for valuable and useful presents.

B. T. BABBITT, Inc.

NEW YORK CITY

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, NOVEMBER 6, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Ketchup
Paper
Condensed Milk, Hires
Cakes and Crackers
Eggs
Flour
Farinaceous Goods
Matches
Pickles
Provisions
Lard and Compound
Preserves, etc
Corn Starch
Laundry Starch
Glucose

—1—

SUGAR.

	Barrels.
Cut Loaf	8.80
Eagle Tablets	9.65
Crystal Dominoes, 24 5-lb. pkgs	10.65
" 60 2-lb. pkgs	10.65
Patent Cubes	8.15
Confectioners' Lozenge	7.80
Powdered	7.75
Fruit Powdered	7.65
Dessert and Table, 2-lb. cartons, 48 lbs.	7.95
Granulated, fine or standard, McCahan	7.70
" " Franklin	7.70
" extra fine, bbls	7.65
" " 2-lb. bags	8.05
" " 5-lb. bags	8.05
" " 10-lb. bags	7.95
" " 25-lb. bags	7.95
" " 100-lb. bags	7.65
" coarse	7.80
Confectioners' Crystal A	7.65
A Confectioners'	7.55
A No. 1	7.50
A No. 2	7.45
Franklin B	7.30
Extra C	7.05
C	6.90

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins per tin			1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans ree	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocha Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¼
Santos, extra fancy	.17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins....per box	.....
Tomson-Hummels, tin, ½ gross.....per gross	2.60
" imp., ½ gross... "	2.15
Floto's, improved, ½ gross..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs.... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

	P
Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30–60 lbs	32-
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

	P
P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box per box	1

JARS AND JAR RUBBERS.

Mason's—	Per
Half gallons	7
Quarts	5
Pints	4
"Good Luck" Rings—	Per
Case lots of 12 gross	
Less case lots	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	P
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per
½-gross boxes, no rubbers	2
Jelly glasses, fluted, bbls. 24 doz. per doz.	

CATSUP.

Snider's—	Per
16 oz., 2 doz	2
8 oz., 2 doz	1
Ritter's—	
Tomato, ½ pint, 2 doz	
Tabasco, ½ pint, 2 doz	

KETCHUP.

Curtice's "Blue Label," Tomato—	Per
Small, 25 bottles	2
Medium, 25 bottles	4
Large, 12 bottles	3

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CANNED GOODS.

eans—	
's	1.00
M., No. 2	1.20
bell's, 16 oz., tomato sauce or Boston	
per case	.....
's, No. 2	1.40
amp's, No. 2	1.40
hank's, No. 2	1.35
's, No 2	1.40
Head, No. 3	1.45
y, No. 1	.....
es—	
ard, New Jersey, No. 3	1.20
Maryland, No. 2	.80
" No. 3	1.10
ans—	
ard, New Jersey, No. 2	1.15
Maryland, No. 2	1.20
, small, No. 2	1.65
eans—	
ard, New York, No. 2	1.10
fancy, New York. No. 2	2.00
, New York, No. 2	1.50
ard, Maryland, No. 2	.60
dney Beans—	
ard, New York, No. 2	1.00
Maryland, No. 2	.85
Illinois, No. 2	1.00
ard, New York, No. 2	.90
, New York, No. 2	1.00
ard, Maryland, No. 2	.85
Maine, No. 2	1.25
, Maine, No. 2	1.25
Peg, No. 2	.85
e grain, No. 2	.....
lard, New York, No. 2	1.15
l, New York, No. 2	1.50
sifted, New York, No. 2	2.00
lard, Southern, No. 2	.85
l, Southern, No. 2	1.00
sifted, Southern, No. 2	1.40
lard, Indiana, No. 2	.85
l, Indiana, No. 2	1.00
sifted, Indiana, No. 2	1.40
lard, Wisconsin, No. 2	1.10
l, Wisconsin, No. 2	1.40
a sifted, Wisconsin, No. 2	2.00
lard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ash—	
lard, New York, No. 2	1.00
y, New York, No. 2	1.25
lard, Maryland, No. 2	.95
y, Michigan, No. 2	1.20
gus—	
ll, No. 2½	2.00
ium, No. 2½	2.20
ge, No. 2½	2.50
, No. 1	2.25
cins—	
dard, New York, No. 3	1.00
" New Jersey, No. 3	.85
h—	
dard, Maryland, No. 3	1.05
Krout—	
dard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

ots—	
ra, No. 3	2.75
" No. 2½	2.25
ra Standard, No. 2½	1.90
ndard, No. 2½	1.75
tt Pears—	
ra, No. 3	.....
" No. 2½	2.50
ra Standard, No. 2½	2.30
ndard, No. 2½	2.15
Cherries—	
ra, No. 3	.....
" No. 2½	2.90
ra Standard, No. 2½	2.75
ndard, No. 2½	2.40
ies, Lemon Cling, Sliced—	
ra, No. 3	2.95
" No. 2½	2.00
ra Standard, No. 2½	1.75
ndard, No. 2½	1.50
ies, Lemon Cling—	
ra, No. 3	2.95
" No. 2½	2.00
ra Standard, No. 2½	1.75
ndard, No. 2½	1.50
ies, Yellow Crawford—	
ra, No. 3	2.80
" No. 2½	2.00
ra Standard, No. 2½	1.70
ndard, No. 2½	1.40

Eastern Canned Fruits.

es—	
w York State, No. 3	.90
" " No. 10	2.75
berries—	
syrup, No. 2	1.35
water, No. 2	.....
ries—	
hite Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
hes—	
ble, No. 3	1.35
conds, No. 3	1.15
, No. 3	.85
s—	
rtlett, Extra Standard, No. 2½	2.00
ifer, syrup, No. 3	1.25
" water, No. 3	.90
ns—	
avy syrup, No. 2½	1.25
ght syrup, No. 2½	1.00
berries—	
ine, in water, No. 2	1.40
wberries—	
tra preserved, No. 2	1.80
eserved, No. 2	1.60
water, No. 2	1.20

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Pineapples—	
Hawaiian, Extra, No. 2½	2.15
" Standard, No. 2½	1.90
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	26.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s. 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 2 or 2 doz	3.50
" No. 6, ½ or 2 doz	23.35

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Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.32½
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Devilled—

	No. 5 oz.	No. 10 oz.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. ¼ packed 4 dos. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ¼, 4 doz	2.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	.....
" No. 1	.....
Turkey, No. ½	.....
" No. 1	.....
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 2 dozen.

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SOUPS.

	Per doz.
The Franco-American Food Co.—	
Readymaid Concentrated Soups—	
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Plnts.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato	.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ½-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ½s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ½s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ½ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ½-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box.....per box	1.6

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08½	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—	Per lb.
6-lb. boxes, 24 boxes in case.	
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	Per tin
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ⅓ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	4.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	4.75
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Contiuental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.85½	¼ lb	.71
½ "	1.02½	½ "	.85½
1 "	1.37	1 "	1.14
2 "	1.82½	2 "	1.52
3 "	2.16½	3 "	1.80½
4 "	2.68	4 "	2.23
5 "	3.08	5 "	2.56½
6 "	3.76	6 "	3.13½
7 "	4.10½	7 "	3.42
8 "	4.39	8 "	3.65½
10 "	4.96	10 "	4.13
11 "	5.64½	11 "	4.70
12 "	5.81½	12 "	4.84½
14 "	7.35½	14 "	6.12½
16 "	7.86½	16 "	6.55½
20 "	8.83½	20 "	7.36
25 "	9.74½	25 "	8.12
30 "	10.43	30 "	8.69
35 "	12.08½	35 "	10.07

Manilla—	Per ream
All No. 1 Manilla paper, full count, 480 sheets to the ream.	
15x20, 5 reams in bundle	
20x30, "	
24x36, "	1.80

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.25

Toilet—	Per case
Extra quality, 100 rolls	
Good quality, 200 rolls	3.50

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.85	.71
½ "	10M	1 02	.85
1 "	8M	1.37	1 14
2 "	6M	1 82	1.52
3 "	5M	2.16	1 80
4 "	4M	2.68	2 23
5 "	3M	3.08	2.56
6 "	3M	3 76	3 13
8 "	2M	4.39	3 65
10 "	2M	4.96	4.13
12 "	2M	5.81	4.84
14 "	1M	7.35	6.12
16 "	1M	7.86	6.55
20 "	1M	8 83	7.36
25 "	1M	9 74	8.12

Flour Sacks, satchel bottom— Majestic Extra Heavy	Plain per 100
12½ lbs., ⅛ bbl	.62
24½ lbs., ⅛ bbl	1.28
49 lbs., ¼ bbl	1.98

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No. 7, Manilla, llght weight—	Per lb.
12 in. rolls	.06⅛
15 "	.06⅛
18 "	.06⅛
20 "	.06⅛
24 "	.06⅛

Silk Fibre, No. 1—	
9 in. rolls	.07¼
12 "	.07¼
15 "	.07¼
18 "	.07¼
20 "	.07¼
24 "	.07¼
30 "	.07¼

CONDENSED MILK.

	Per case
Eagle, 4 doz	7.35
" 2 doz	3.70
Challenge, 4 doz	5.40
Magnolia, 4 doz	6.05
Dime, 4 doz	4.55
Baby, 1 doz., glass	2.25
Peninsular, 4 doz.	5.50
Star, 4 doz	6.05

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.50
" " small, 6 doz	3.40
" " family size	4.05
Silver Cow, small, 6 doz	3.40
St. Charles, small, 6 doz	3.40
" tall	4.50
" confectioners' size	4.25
Pearl, tall	4.50
" small, 6 doz	3.40

HIRES CONDENSED MILK



	Per case
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.12
Graham Wafers	.13
Grandma Cookies	.12
Honey Jumbles, XX	.14
Iced Honey Jumbles	.15
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.14
Spiced Wafers	.12
Sugar Cookies	.12
Water Crackers	.09

	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18

Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.11	.11½
Oyster Crackers	.11	.11½
Wine Scroll	.13	.13½
Cracker Dust	.11	.11

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz. 1.40
" " with horseradish	"
" large, 1 doz	" 2.00
" " with horseradish	"

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Wein Senf, bbls	per gal.
" 1-gal. stone jars	per jar .85
" 5-gal. kegs	per keg 3.50
Prepared Mustard, bbls	per gal.
" 15-gal. kegs	"
" 10-gal. kegs	"
" 5-gal. kegs	per keg. 1.75
" 2-gal. pails	per pail .90
" 1-gal. pails	" .50
Prepared Special, with spoon, 2 doz	per doz. .95
" sifting top, 2 doz	" .46
" with horseradish, 2 doz	" .97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf	less
Sap Sago, 3 to lb	cask, per lb.
" "	less than cask, "
Roquefort	12 in case, "
"	less than case, "
Parmesan, about 30 lbs	loaf, "
"	less than loaf, "
Edam, 12 in case	case
"	single
" in tin	per lb.
" 1-lb. tins	per case
Camembert, domestic, wood boxes	per doz. 3.00
" Autocrat brand, large	"
" " medium,	"
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz. 2.25
Parmesan, grated, ready for use, small bottles,	per doz. 2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase	per doz.
American Swiss, No. 1	loaf
" No. 1	less than loaf
" square loaves, No. 1, about 25 lbs. each	per lb. .29
Limburger, No. 1	box and ½ box .19
" No. 1	less than ½ box .20
Pinxter, from Holland, in tins	per doz. 2.60
Muenster	per lb. .23
Brick, No. 1	"
English Dairy	" .24
Pineapple, picnic size, 6 in box	per box 3.00
" gem size, 6 in box	" 2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

	50 and 100-lb. boxes.	Less.
Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight,	per lb.	
Pate de fois Gras, small	per doz.	3.00
American—		
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots	per keg 1.35
Milkers, Y. M	" 1.50
Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, fulls, bbls	
" " ½ bbls	12.75
Milkers, " bbls	
" " ½ bbls	

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Marinirte Herring, imported, about 40 in pail	2.
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb.
Matjes Herring	piece

Bismarck Herring.

Round tins, with key, pint	per doz. 2.
" " quart	per tin
" " 2 quarts	
" " 4 quarts	1.
Roll Mops, 4-quart tin	1.
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz. 3.
Original package	per ½ bbl.
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz.
" ½-lb. tall tins	"
" 1-lb. tall tins	" 2.

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg 3.
" pint jars	per doz. 5.
" large tumblers	"
" small tumblers	" 2.

Russian Caviar.

1-lb. tins	per doz.
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular Si

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl. 13.
15-gal. kegs, about 500	per 100
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask
48-gal. bbls	per bbl.
10-gal. kegs	per keg.
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkucben, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs	per bag
Green Kern	per lb. .35
Potato Flour	" .09
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	" .08
St. John's Bread	"
Bay Leaves	" .08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.12
½ bbls., about 180 lbs	.12
Tubs, about 65 lbs	.12½

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	.23
Picnics, full cream, fancy, new, 20 lbs	.24
Swiss, domestic, about 30-lb. blocks	.29
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz. 1.35
" Club, 2 doz	" 1.00
Red Edam	each 1.65
Philo Cream, 1 doz. 10c. size	per doz. .95
Elkhorn Pimento, 1 doz	" 1.40

EGGS.

	Per do
Nearby, candled and selected, 30 doz	.42
Western, selected	.37
Milhen Farm	.45
Awltru, packed in cartons	.43

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FANCY GROCERIES.

Staple Paste, 5-lb. cans.....per lb.	.33
ies, in oil, 6 ring bottle.....per doz.	6.50
" 3 ring bottle..... "	3.25
Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
s in Maraschino, glass, 1 doz.. "	7.00
howder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
Peas, extra fine .....per case	21.00
n's Irish Oatmeal—	
cans .....per doz.	3.75
cans.....per tin	.75
. cans ..... "	1.75
y & Palmer's Biscuit, packed 7 and 5	
. in a can—	Per lb.
Beurre.....	.33
er.....	.42
kfast.....	.42
epper, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
one jars, 4 doz.....	1.75
ore Marquett Mushrooms—	Per case
choice.....	42.00
ce, 100 tins.....	39.00
l, 100 tins.....	36.00
s—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
s, pickled, small size.....	.90
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
lized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
Juice, Rose's..... "	5.00
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
ranco-American Food Co.—	Per doz.
hs for invalids, all kinds, ½ pints, 4 doz.	1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—	
tin, 100 cubes.....	1.70
" 50 cubes.....	.90
doz. tins, 12 cubes each	2.75
o Clam Bouillon—	
z. bottles, 1 doz.....	3.75
o Tomato Bouillon—	Per doz.
bottles.....	6.00
rt bottles	9.00
on jugs.....each	2.75
's Oxo Cubes—	Per doz.
s, 10c. size.....	.85
os, 25c. size.....	2.00
s, 100 cubes.. .....per 100	1.65
ur's Beef, Clam and Chicken Cubes—	
ll boxes, 12 cubes, 1 doz.....	2.50
lium boxes, 50 cubes .....per tin	.90
ge boxes, 100 cubes..... "	1.70
ur's Concentrated Bouillon—	
s, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
ur's Tomato Bouillon—	
tles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
icy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

ur's Solid Extract of Beef—	Per doz.
s, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
ur's Fluid Beef Extract—	
tles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
ota	10.50
Midas	11.15
Medal	10.50
ourne	10.70
op	10.95
ury's Best.....	10.50
per Idem	9.15
e of the West.....	9.00
eam	8.90
cer.....	10.20
Seal.....	9.30
y White	10.70
ker's Best.....	10.20
th Imperial.....	10.25

Prepared Flours.

	Per case
illa Prepared Doughnut, Cake, Ginger-	
read and Tea Biscuit Flour—	
loz. 14-oz.....	1.44
loz. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

ker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
le Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s.....	2.60
to, 18 pkgs	1.65
t Jemima Buckwheat, 36s.....	3.25
" Pancake, 18s.....	1.45
o Buckwheat Mixture, 30 10c. cartons.....	2.25
o Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.....
New York State Marrows, new, bags about 2½ bushel	.....
Pea, fancy, new, bags about 2½ bushel.....	.....
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic. 1 bushel bags.....	4.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.60
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.62½
" " table, 100 lbs.....	2.60
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags..... .....per bag	2.65
Grits, 100-lb. bags..... "	2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	4.20
No. 3, 100-lb. bags.....	4.20
Oatmeal—	
B, bbls.....per bbl.	6.82
B, 100 lbs.....per keg	3.55
Rolled Oats—	
Avena, 180 lbs.....per bbl.	6.45
" 90 lbs .....per keg	3.35
" 90 lbs.....per sack	3.13
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 10c. size, 36 pkgs .....per case	2.75

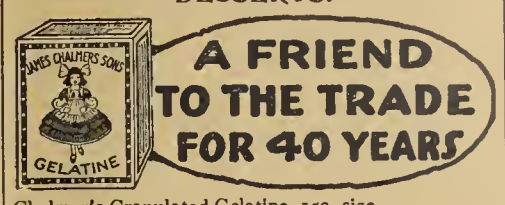
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.75
" " no china. 20s.....	3.95
" tins, 36s	4.00
Quaker Oatmeal, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.75
" " no china, 20s.....	3.95
" " aluminum asst., 20s	4.80
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.85
" yellow family, 10s	1.85
Quaker F. S. Hominy, pearl or gran., 24s	1.85
" " " 10s	1.85
Mother's Hominy, pearl or gran., 24s.....	1.85
" Cornmeal, No. 2, white, round, 24s.....	1.85
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.90
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.85
Saxon Wheat Food, 24s	2.95
Mother's Wheat Hearts, 18s.....	2.15
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.85
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.90
Schumacker XXX Graham, 10 10s-20 5s..	4.35
Scotch Brand Pearl Barley, 24s.....	1.90
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Cbalmer's Granulated Gelatine, 15c. size—	
Per doz., 4 pts.....	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz., 4 pts	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb
Freihofer's—	
Elbow Macaroni, 36 1s.....	.11
Straight Macaroni, 36 1s.....	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s.....	.11
Elbow Spaghetti, 36 1s.....	.11
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14.10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	28.00	14.60	7.50	1.65
Fat Irish, No. 3	350-400	27.00	14 10	7.25	1.60
Sum. Irish, No. 4	400-450	.....	.....	.....	.....
Sum. Irish, No. 5	460-500	.....	.....	.....	.....
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Shore, round, large.....	8.00	4.60	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Sbad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.18
Bass Native	-....
Salmon, fresh.....	-.17
Eastern Cod	-.16
Croakers	-.08
Large Hake	- 08
Haddock	-.08
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.10
Eels	-.12
Rock Fish.....	-.15
Lobsters.....	-.43
Flounders	-.07
Large White Perch	-.15
Sea Bass ..... .08	-.16
Blue Fish..... .18	-.20
Porgies.....	-.08
Fresh Mackerel.....	-.30
King Fish	-.09
Weak Fish ..... .07	-.14
Butter Fish.....	-.09
Tile	-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs.	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¼
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid....per doz.	7.00
Square, Oriental Red, 1 oz., 1 doz., per gross	3.75
" Green, Blue or Violet, 1 oz., per gross	3.75
" Magic Black, 1¼ oz., 1 doz., per gross	3.75
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.75
Letterine, show card ink, 2 oz., all colors, per doz.	.75

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes....5 doz.			3.00
Cold Blast....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain....per doz.		.80	.90
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per lb
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons....3 doz. to case	2.85
" " ....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross	5.70

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	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs.	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.....
35 and 18-lb. tubs	.....

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.95
48 5½-oz. bottles	.95
Pint cans, 24 to case	2.20
Quart cans, 12 to case	4.05
Half-gallon, 12 to case	7.45
Gallon cans, 6 to case	14.80
5-gallon cans, 2 to case	12.25
Wesson Oil—	Per case
Small, 24 to case	5.40
Medium, 12 to case	5.40
Large, 6 to case	5.40
5 Gallons, 2 to case	12.25
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

Large, 1 doz	
Medium, 2 doz	
Small, 2 doz	

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Big Nickel....100 cartons	

PICKLES.

Cruiksbank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distilled, white....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" " tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt....per bbl.	
" family.... "	
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs....per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans...

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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ire Lard—
50 lbs. net weight.....per lb. .18
, net..... " .17¾
to tins.....6 in crate 12.00
5 tins.....12 in crate 12.07
3 tins.....20 in crate 12.15
und— Per lb.
es and tubs, about 340 lbs ..... .14⅝
. tubs ..... .14¾
. tin pails, 60 lbs..... .14⅞
" 60 lbs..... .15
" 60 lbs..... .15⅛

DRESSED MEATS.

ressed Stock— Per lb.
rs..... .11 -.15
ers..... .10 -.13½
s..... .08 -.12½
l Calves..... .12 -.14
a Calves..... .... -.15
herns and Barnyards..... .11 -.13
ntry Dressed..... .12 -.13
ras..... .. .. -.14
p..... .14 -.15
ra Wethers..... .... -.16
ibs..... .16 -.17
ra Lambs..... .... -.18
gs..... .... -.14

BUTCHERS' SUNDRIES.

Steer Tongues.....each .... -.80
Tongues..... .... -.60
Heads, scalded..... .50 -.75
breads, veal.....per pair .75 -.80
" beef.....per lb. .25 -.30
Livers..... " .25 -.30
Kidneys.....per doz. 1.25
Livers..... .10
is.....per doz. 1.20
s, beef.....per lb. .05
beef..... 16.00
rloin, beef, western..... .22
Pork, loins, city..... .17
" " western..... .17

DRESSED POULTRY.

eys— Per lb.
ung hens and toms..... .32 -.34
l toms..... .30 -.32
mmon to good..... .20 -.25
ers—
iladelphia, fresh killed, 2 to 4 lbs.
er pair..... .32 -.34
ar-by, fresh killed, 2 to 4 lbs. per
air..... .32 -.34
ozen, 3 to 4 lbs. per pair..... .32 -.34
ting Chicks—
5 lbs. each..... .26 -.28
3½ lbs. each..... .22 -.25
s—
sh killed, 4 to 5 lbs. eacb..... .... -.25
" 3 to 3½ lbs. each..... .... -.23
ocks..... .... -.19
Island Ducks, fresh killed..... .26 -.27
bs— Per doz.
ime, fancy, large..... 5.75 -6.50
xed..... 3.00 -4.00
iall and dark..... 2.00 -3.00

LIVE POULTRY.

ng Chicks— Per lb.
½ to 2 lbs. each..... .21 -.23
irge..... .21 -.23
ls..... .21 -.22
cocks..... .... -.14
ks—
oung..... .17 -.18
ld..... .14 -.15
keys..... .26 -.28

PRESERVES, JELLIES, JAMS AND MARMALADES.

ies— Per doz.
itter's, pure, assorted and grape..... .95
" " currant..... 1.35
chimmel's, 8-oz. tumblers..... .95
ational, 16 oz., 2 doz..... 1.10
" No. 3 F. T. tin, 2 lb. 6 oz. net.... 2.35
serves— Per lb.
itter's, pure, 11½-oz. bottles..... 1.85
chimmel's pure, 12-oz. jars, 2 doz...per doz. 1.75
ational, 30-lb. pails..... .10¾
outhwark, 30-lb. pails..... .07¾
is—
chimmel's, pure, 10-oz. jars, 2 doz..... 1.50
outhwark, assorted, jars, 2 doz..... 1.10
inge Marmalade—
lartley's, imported, 4 doz..... 2.10
chimmel's, pure, 2 doz..... 1.75
nit Butters— Per doz.
pple, Southwark, 30 lbs.....per lb. .04¾
" Ritter's, 11-oz. octagon..... .... .95
" Schimmel's, 30-lb. pails.....per lb. .07½
" " 3-lb. slip cover tins, 1 doz.....per doz. 3.25
" " 2½-lb. stone jars, cloth top, ½ doz...per doz. 3.25
" " 40-oz. stone crock, glass top, ½ doz...per doz 3.50
" Mother Cook's, No. 14, 2 doz....doz. .85
Peach, 30-lb. pails.....per lb. .....

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.....	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.75	.85	1.95
Godfrey's Cordial	.75	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum.....per lb. .13
Butter Color, W. & R.....per doz. 2.00
Bluestone, bulk.....per lb. .16
Copperas..... " .04
Camphor, gum, 1-oz. blocks..... " .85
" flakes, 250-lb. bbls..... " .12
" " less quantity..... " .13
" Tar Balls, 250-lb. bbls..... " .12
" " less quantity..... " .13
Castoria, Fletcher's.....per doz. 2.80
" Pitcher's..... " .80
Carbonate of Ammonia.....per lb. .15
Epsom Salts, bbls..... " .03
Glauber Salts..... " .02½
Glue, ordinary..... " 11
" white..... " .20
Gum Arabic..... " .50
Haarlem Oil.....per doz. .40
Husband's Magnesia..... " 2.90
Jamaica Ginger, Hires', flasks..... " .90
Licorice, P. & S., 5c. stick, imported. " .36
" M. & R., 5-lb. boxes.....per lb. .23
" " lozenges, 5-lb. boxes " .27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes " .24
" root..... " .12
Putty, 25-lb. cans.....per 100 lbs. 1.57½
" 50-lb. cans..... " 1.47½
Petroleum Jelly, screw top, 5c. size...per doz. .35
" " 10c. size... " .75
Paris Green, 100-lb. kegs.....per lb. .34½
" ¼-lb. pkgs., 50 lbs..... " .39
" ½-lb. pkgs., 50 lbs..... " .38
" 1-lb. pkgs., 50 lbs..... " .37
Rosin..... " .04½
Roach Powder, BB, 4-oz. cans..... 2.00
" " 10c. size.....per doz. .80
Roachsault, 10c. size..... " .80
Saltpetre, crystal, about 350-lb. bbls.....per lb. .33
" granulated, about 100-lb. kegs " .33
Sulphur, flour, 175-lb. bbls.....per 100 lbs. 2.60
" 100-lb. bags.....per lb. .02¼
" less quantity..... " .03
Venetian Red..... " .02
Whiting..... " .02

Goff's— Per doz.
Cough Syrup, 25c. size..... 2.00
Herb Bitters, 25c. size..... 2.00
Oil Liniment, 25c. size..... 2.00
Kidney Pills, 50c. size..... 4.00
Worm Syrup, 25c. size..... 2.00
Herb Pills, 10c. size..... .80
Iron Glue, McCormick & Co.—
No. 5..... .45
No. 10..... .85
Tube V..... .85
McCormick & Co., Bee Brand—
Insect Powder, 25c. size..... 2.00
" BB, 10c. size..... .85
Root Beer..... .85
Talcum Powder..... 1.50
Triangular Quiniue..... 1.75
Quinine Capsules..... 1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz. 4.25
" " 18 oz..... " 8.50
Bath Brick, 25 in box.....per box .60
Sealing Wax..... " .03
Silver Sand..... .....per bbl. 1.20
Tar, pts.....per doz. .....
" qts..... " .....
" gals.....each .....
" ½ bbls..... " .....
" bbls..... " .....
McCormick & Co—
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case 4.50
U. S. Nerve and Bone Liniment, 25c. size... 2.25
McCord's Magic Medicine, 25c. size..... 2.00
" " 50c. size..... 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
" " 50c. size 4.00
Reliable Brand Headacbe Powders, 10c. size .80
Borax, 20-Mule Team—
48 1-lb. cartons..... 5.20
72 10-oz. cartons..... 5.20
96 ¼-lb. cartons..... 3.40

Borax.

Per lb.
Powdered, bulk..... .12
Lump, bulk..... .11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs..... 3.40
5-lb. pkgs., 60 lbs..... .08⅞

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.
Vanilla, No. 2 size..... .90
" No. 4 size..... 2.25
Rose, No. 2 size..... 1.25
" No. 4 size..... 2.75
Pistachio, No. 2 size..... .90
" No. 4 size..... 2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size .90
No. 4 size 2.25
Lemon, No. 2 size..... .90
" No. 4 size..... 2.00
Orange, No. 2 size..... .90
" No. 4 size..... 2.00

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Crescent Manufacturing Co., Seattle Per doz.
Mapleine Flavoring, ½ oz..... .90
" 1 oz..... 1.75
" 2 oz..... 3.00
" 4 oz..... 5.25
" 8 oz..... 9.00
" pints..... 16.50
" quarts..... 30.00
" ½ gallons.....each 5.00
" gallons.....each 9.50

Sauer's Flovoring Extracts—
No. 2, Lemon..... .90
No. 2, Vanilla..... .90
No. 2, Rose..... 1.20
No. 2, assorted..... .90
No. 3, Lemon..... 1.25
No. 3, Vanilla..... 1.50
No. 4, Vanilla..... 2.25
No. 4, Lemon..... 2.00
No. 2, assorted cases.....per gross 10.80
Nos. 2 and 4, assorted cases..... " 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Vlolet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.
Shinn & Klrk's Liquid Rennet..... 1.50
Hansen's Junket Tablets, 3 or 1½ doz..... .80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal. .....
" ½ bbls., 28 gals.....per ½ bbl. .....
" kegs, 14 gals.....per keg .....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs..... 2.75
" boxes, 20 pkgs..... .60
Gee Whlz, 100 pkgs..... .60
Fleer's Chiclets, 3 lbs. bulk..... 1.23
Spearmint, 20 pkgs., 100 pcs..... .60
Doublemint, 20 5c. pkgs..... .60

MINT TABLETS.

Certified Products Co.—
Peppermint "Smiles," display cartons, 18 5c. pkgs..... .50
" " half case, 6 cartons 2 85
" " full case, 12 cartons 5.50

RICE.

B. Fischer & Co's Package Rice—
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons.. .06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more.. .05½
Seaboard Rice Milling Co.—
Comet Unkoted, 1 and 2½-lb. cartons, sterilized..... 7.00
Comet, natural brown, 1-lb. cartons, sterilized..... 7.00
Comet Cereal, 1-lb. cartons, sterilized..... 7.00
Sola Japan Unkoted..... 6.25
Dykeland, uncoated, No. 1 cartons..... 6.25
D. S. & H. Craig, Inc.—
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons..... .06½

SALT.

Worcester—
Barrels, contain 280 lbs..... 2.65
" 60 5-lb. bags..... 4.00
" 22 14-lb. bags..... 3.75
" 30 10-lb. bags..... 3.75
" 115 2½-lb. bags..... 4.00
Irish Linen, 250-lb. bags..... 2.60
" 56-lb. bags..... .65
" 28-lb. bags..... .35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list..... 3.15
Pretzel, 280-lb. bbls..... 2.50
" 180-lb. sacks..... 1.65
Packing, 70-lb. cotton bags..... .50
" 140-lb. cotton bags..... .95
New Ivory, 24 large cartons to case..... 1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case
Durkee's, large, 1 doz..... .....
" small, 2 doz. ½ pints..... 2.40
Schimmel's, small 2 doz.....per doz. .90
My Wife's, large, 1 doz..... 1.50
" small, 2 doz..... .90

SAL SODA.

Barrels, 400 lbs.....per 100 1.35
Kegs, 150 lbs.....per 100 1.45
Granulated, 60-lb. boxes.....per box 1.10
" Monogram Brand, 24 2½-lb. pkgs.....per case 1.10

SAUCES.

Lea & Perrins'— Per doz.
Worcestershire, small..... 2.75
Worcester, Campbell's, No. 8, 2 doz..... .90
North of England, No. 8, 2 doz..... .82½

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SODA—BI-CARB.

Per lb.
Babbitt's, ¼s, 25 lbs..... .05½
Arm and Hammer, 1-lb. pkgs., 36 lbs..... .05
" ½-lb. pkgs., 36 lbs..... .05¼
" ¼-lb. pkgs., 36 lbs..... .06
" ½ and ¼-lb. pkgs., 36 lbs... .05½
" 1, ½ and ¼-lb. pkgs., 36 lbs. .05¼
Dwight's, 1-lb. pkgs., 36 lbs..... .04⅞
" ½-lb. pkgs., 36 lbs..... .05⅛
" ¼ and ½-lb. pkgs., 36 lbs..... .05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs..... .05¼
112-lb. kegs..... .02¾
Bi-Carb, bulk..... .03½

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz. 2.30
Charles E. Hires Company—
Hires Household Extract, for making root-beer at home, 1 doz..... 1.60
Hires Carbonated, pints, 2 doz..... 2.00
" Ginger Champanale, 50 pints..... 8.00
Welch's Grape Juice—
Quarts, 1 doz..... 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
4 oz., 6 doz..... 4.50
Half-gals., 8 bottles..... 4.50
2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.
Schuhle's Grape Juice—
Quarts, 1 doz..... 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.— Per doz.
Individual..... .90
1 lb..... 3.00
2 lb..... 5.00
3 lb..... 7.25
Richardson & Robins'—
Round conical, with key, No. 1, 1 doz..... 2.25
" " No. 2, 1 doz..... 4.20
Atmore's Philadelphia, seedless—
Individual, 2 doz..... 1.90
Cans, No. 1, 1 doz..... 2.40
" No. 2, 1 doz..... 4.40
" No. 3, ½ doz..... 3.45
" No. 4, ½ doz..... 4.55

STOVE POLISH.

Per gross
Enameline Paste, small, ¼ gross..... 5.00
" " large, ¼ gross..... 9.00
" Liquid, large, ¼ gross..... 7.50
Mason's Challenge Paste, boxes, ¼ gross..... 5.00
Electric Paste, ½-gross boxes..... 4.50
Rising Sun.....per gross 8.00
Sun Paste, 5c. size..... 5.00
" 10c. size..... 9.00
X-Ray Stove Polish— Per gross
Small..... 5.00
Large..... 9.00
½ doz. free in each ¼ gross box
Vulcanol— Per gross
5c. size..... 5.00
10c. size..... 9.00

FLOOR POLISH.

O-Cedar— Per doz.
4 oz., 6 doz..... 3 00
12 oz., 6 doz..... 6.00
Quarts, 1 doz..... 12.00
Half gallon, 1 doz..... 18 00
Gallon, ½ doz..... 30.00
Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box 2.75
Kleenatub.....¼ gross 2.50
Electro Silicon, 1 doz.....per doz. .85
Putz Liquid, large, 3 doz..... " 1.50
" small..... " .75
Putz Paste, large..... " .65
Old Dutch Cleanser, 4 doz.....per case 3.40
" " 5-case lots..... " 3.30
Babbitt's Cleanser, 5c. size.....100 cans 3.85
" 5c. size.....50 cans 1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons..... 1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz..... 2.50
Imperial Cleanser, 12s.....per doz. .45
Queen Anne Scourer, Lautz, 30 cans..... 1.80
" " " 60 cans..... 3.60
Sunbrite Cleanser, Swift, 50s..... 1.95
Red Seal Cleanser, 4 doz..... 1.75
Bon Ami Powder, 3 doz..... 2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans.. 1.60
Orona Soap and Cleanser— Per doz.
No. 1, 10c. size..... .85
No. 2, 15c. size..... 1 20
No. 4, $1 size..... 8.40
No. 5, $2 size..... 16.80
Orono Alumishine—
No. 1, 10c. size..... .85
No. 2, 25c. size..... 2 00

SCOURING SOAPS.

Per box
Young's, 16 oz., 48s..... 1.80
Brooks' Crystal, 100s..... 3.80
Day's Flint Polish, Day & Frick, 36s..... 1.50
Mineral, Wrigley, 100s..... 3.50
Sapolio, E. Morgan, 36s.....per gross 9.00
Bon Ami, 36 10c. cakes..... 2.50
Sta-Brite, 72 cakes..... 3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.40
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 45
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.40
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15

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Snow Maid Scourer, 60 cans	2.40
" " 100 cans	3.75
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.40
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cocbin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.19
" less quantity	.20
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¾
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.50
" 20 1-lb. pkgs	5.70
Hoosier, 40 1-lb. pkgs	5.70
" 20 1-lb. pkgs	5.75
P. Bros. Pulverized, bbls.	4.50
Hoosier Pulverized "	4.35

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.05½
Best Gloss, bulk, 50 lbs	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

—27—

Piel Bros.—	
P. Bros., 48 1-lb. cartons	5 50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4 50
" 50 lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.10
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	2.05
No. 2½, 2 doz	2.76
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.30
" " 2s	2.25
" " cups	1.40
Turkey, No. 2, 2 doz	1.05

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WAR

Brooms.

No.	P
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	P
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	P
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	P
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	P
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	P
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	P
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	P
7-in. Tamplco	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	P
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, November 13, 1916. No. 20

Don't expect any clerk to be cleaner, or a better salesman, or more honest, or more alive, than you are yourself.

National Canners' Association Tells Packers Everywhere They Will Have to Charge More Money for Canned Goods Next Season.

An Ohio Contributor Makes an Argument for Bulk Goods as Against Packages.

Grocers Who Want to Push a Moderate Priced Food Should Consider Fish.

The magazines and street cars are now advertising

HEINZ Spaghetti

Since we began to cook Spaghetti in the Heinz kitchens four years ago, the demand for Heinz Spaghetti has increased with such rapidity that it has become a great national dish.

Display Heinz Spaghetti on your counter and in your window and ask your customers to try a can under our guarantee. Grocers everywhere are profiting by the popularity of this wholesome and nutritious food product.

H. J. HEINZ COMPANY
Pittsburgh, Pa.



Forbes Indexed Coupon Books

Christmas comes but once a year but a live store needs our books every minute.

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Say to Your Customers USE HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You ca be the biggest milkman in your neighborhood if you tell you customers to add two cans of cold water to one tall can o HIRES GOLD MILK, and then use on the table for drinkin and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company
10 Chestnut Street, Philadelphia, Pa.



A Fish Product from the Fish Country

All through New England **Gorton's Codfish** is as much a household word as anything can be. Everybody knows it and everybody recognizes it as the highest grade codfish packed.

And it is coming into a similar position in other sections. Do you want to handle the very finest real old-fashioned **Codfish** you can get? It is **Gorton's,** and you can get it at your jobbers.

Packed in the fish country.

Gorton-Pew Fisheries Company
GLOUCESTER, MASS.



A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J
Member of the American Specialty Manufacturers' Associati

Modern Merchant
AND
Grocery World

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Circulates in every State of the Union and Canada.

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Written for the "Modern Merchant and Grocery World."

An Argument for Bulk Goods Instead of Package Goods

This Writer Says a Retailer Can't Build Good Will on Anything But Goods He Sells in Bulk Making His Own Packages.

The best packages which go out from the retail store should be those put up by the retailer himself. This is not often true, however, and the fact that it is not so is somewhat of a merited criticism of present methods in retail food shops.

Foods which the retailer buys and sells in bulk quantities are under his immediate supervision and control. They directly reflect the character of his business policies. They usually show him a better profit than foods factory packaged. The bulk foods which the retailer sells are the only lines in his stock which build good will. He is known to his customers by the quality of those lines which he puts out under his own personal trade-mark, as it were.

The infinite variety of package foods are nationally advertised and are in many cases sold before they reach the retailer. The purchaser of these foods contribute good will almost exclusively to the manufacturer of them. The fact that people can buy them at every store in town makes it impossible for the retailer selling them to assure himself of future sales. His profit on them is often fixed, and the fact that they are sold before they reach him frequently operates to diminish this profit until it becomes a mere handling charge, which scarcely covers his overhead.

Not so with the bulk lines. He buys them from the producer most often. The care with which he selects them and distributes them brings back a measure of good will and satisfaction, which is his exclusive property. Good bulk goods and good service belong to him alone, and create confidence in his judgment and methods.

If a woman buys good butter, good sausage or any other good bulk food from a retailer, gets it in a satisfactory package, appreciates the good quality of it and the character of the service which went with it, she remembers the retailer who sold it to her. She may get the same deal at another store and she may not. She knows, however, that she can have the order duplicated in every particular, and so she goes back to the retailer who sold it to her.

So it behooves the retailer to give careful attention to his bulk food lines to make certain that their quality is satisfactory and to supervise the retail sale of them most shrewdly. They should always be put up in neat and attractive packages when they are given or delivered to the consumer. Bear in mind that they reflect your ideas of doing business, and that they are the invisible wires which will pull business back to you. Be careful in the selection of containers for bulk foods—the best is none too good.

STERLING BEESON.

Toledo, Ohio, Nov. 9, 1916.

Washington Talks of Wheat and Flour Manipulation.

The present high prices of wheat and the consequent high price of wheat flour are not due entirely to the usual laws of supply and demand, Government officials say. On the contrary, they assert, there is every reason to believe that the wheat market has been manipulated and that brokers are reaping a golden harvest. The Administration now has three separate agencies at work investigating the cause of abnormal wheat prices, all of which have been sending in reports tending to bear out the statement that the wheat market is being manipulated. Official statistics in possession of the Department of Agriculture show that the average wheat crop for the seventeen years, from 1900 to 1916 inclusive, was 682,000,000 bushels. The Government's estimate for this year, which is conservative as usual, is 607,000,000 bushels. This shows that while the wheat crop for 1916 is lower than the average, it is not so low it could be classed as abnormal or give excuse for the present sky-high prices of wheat. Despite statements to the contrary, information has come to the Interstate Commerce Commission that grain elevators of the Middle West are stocked to the limit with wheat and that farmers are finding it difficult to market their grain. According to this information, part of the immense stock of wheat that is now in elevators is of last year's immense crop.

If You Want An Economical Food to Feature, Consider Fresh Fish

At the Present It Is the Only Cheap Substitute for Meat. Everything Has Advanced, Fruit, Vegetables and Meat, But Fish Remains Moderate.

Retail grocers and general storekeepers who are looking for an economical food to feature, should turn their attention to fresh fish. More than ever before the coming winter will impress upon the public of this country the importance of fish as a food, is the belief of authorities on household economics. The present summer, because of the superfluity of rain, many of the crops have been failures, cutting down the fruit and vegetable supply. Meat is high and threatens to be higher still. On every hand the cost of living seems to be growing greater, with the sole exception of the fish market.

Receipts of fresh fish at the Boston Fish Pier, Boston, the center of the fresh salt water fishing industry of the country, have been encouraging in size, and indications are that they will continue heavy throughout the fall.

It has been an excellent mackerel and swordfish year, and these two varieties should be found in the market at reasonable price well into the cold weather. Groundfish of all kinds remain the same in price as it was ten years ago.

The introduction of new varieties, such as greyfish, to the market is another hopeful sign. There is no meat fit for human consumption which has not been exploited since, and consequently no which is to-day low in price. are a score of varieties of fi the other hand, of which th eral public is as yet hardly zant. - Hake, pollock, of bluefish, greyfish, albacore, and other varieties eaten ext ly abroad, are just beginning a sale in this country and will fore remain low in price un demand shall cause a short the catch, something which a ent seems far in the future.

Greyfish is really dogfish. Government changed its nam time ago because the name was not attractive. To-day, few weeks after the Govern campaign was begun to make popular fish, one vessel has a gone into the business of ca dogfish for market.

For a long time to co greyfish should be cheap in th ket; first, because the sup large, and second, because fo time the demand will be in fancy.

All Failures Fall Off October, 1916.

As Compared With October, Even the Grocery Line Show ing Off This Month.

We have the official repo mercantile failures for O and it shows the same fallin as compared with the same of 1915, as all recent reports shown. There is even a f off in grocery failures, whic not been the case in the las months' reports.

The figures are as follows

General Stores—October, 93; liabilities, $534,511; Oc 1915, 146; liabilities, $1,382,5

Grocery Stores—October, 259; liabilities, $766,403; Oc 1915, 287; liabilities, $1,312,

Clothing—October, 1916, liabilities, $384,801; Oct 1915, 82; liabilities, $731,055

Dry Goods—October, 191 liabilities, $545,714; Oct 1915, 71; liabilities, $1,150,03

Shoes—October, 1916, 31 bilities, $326,785; October, liabilities, $205,407.

Hardware—October, 1916 liabilities, $233,004; Oct 1915, 39; liabilities, $339,421

Thus in all the above lines is an appreciable falling off October, 1915.

Important Letter to the Trade from the T. A. Snider Preserve Company

The T. A. Snider Preserve Company has issued the following letter to the wholesale grocery trade of the United States:

November 1, 1916.

TO THE WHOLESALE GROCERS OF THE UNITED STATES AND CANADA:—ONE HUNDRED PER CENT. TO BE DELIVERED ON ALL SNIDER ORDERS

Our sales have been enormously heavy the past thirty days. We still have five hundred and twelve cars to ship on our Fall orders. We have been running night and day since August 4th.

The unusual amount of late orders we have received unquestionably have been diverted to us from some of our competitors on account of many of them delivering short on their future orders.

We have considerable surplus stock for sale after we have filled all of our future orders. Prices and terms on our surplus stock will be made public within thirty days.

Until we have shipped our prompt shipping orders, we will not accept any more orders from wholesalers.

We have a tabulated list showing amount of goods sold to you; also amount of orders sold to the retail grocers through you. We respectfully request you to *properly* fill 100 per cent. on all our orders from retail grocers that we have turned over to you. Please see that you do not sell against your purchases, so that you will not be able to fill 100 per cent. on the retail orders we have sold through you.

We trust that you will realize the importance of filling your retail orders in the manner described in the previous paragraph. You understand it is your obligation to the retailer—not ours. Our obligation is to fill your order complete, and your obligation is to completely fill your orders that we have turned into you for the retail grocers.

Yours very truly,

THE T. A. SNIDER PRESERVE CO.

In line with the above is the following, which was sent to all of the Snider Company's salesmen about the same time:

October 31, 1916.

Gentlemen:—

We sent you day letter yesterday as follows, which we now confirm:—

"Our sales have been enormously heavy the past thirty days. We still have five hundred and twelve cars to ship on rush fall orders. Until we can catch up on prompt shipping orders we will not accept any more orders from wholesalers or retailers direct. Sell against wholesalers previous purchases only."

We are going to leave it to your business intelligence to see that all **wholesale grocers deliver 100 per cent. on all the free deals on Snider's Catsup and Soup that you have sold them.**

We will deliver one hundred per cent. to the wholesalers on their orders.

Some wholesalers will undoubtedly deliver short on the orders carrying free catsup and free soup unless you properly check them.

The only danger point for you to watch for is that the **wholesaler does not sell against his stock so he will be unable to fill his retail orders 100 per cent. that you have turned into him.**

Yours very truly,

THE T. A. SNIDER PRESERVE CO.

WITH THE EDITOR

The Pepper Fraud.

In a recent issue was published an article by a "Wholesale Grocery Salesman" charging that some unnamed spice manufacturer, with whom the salesman had to compete, was practicing a fraud by packing an ounce of pepper in a two-ounce carton. The article was the salesman's protest at being compelled to meet what he considered unfair competition. The New York "Journal of Commerce" thus comments on the case:—

> Speaking of fraudulent intent, a jobber's salesman in Philadelphia complains of the competition of a certain brand of pepper packed in a large box, but actually hardly more than half full, and writes a trade paper editor for an opinion as to whether such packing is fraudulent. And the editor plainly tells him that he thinks it is.
>
> Undoubtedly that editor is right. It is inconceivable that any spice packer would really use a box twice as large as he needed to hold the commodity without a reason, and it is evident that his reason was to convey an impression which was not borne out by the facts. And even if the actual weight were stated on the label it is unlikely that it would be as much a factor in forming an estimate in the buyer's mind as to the contents as the size of the box would.
>
> It is this fact which makes some forms of the net weight law unreasonable and objectionable to manufacturers. The law requires the statement in terms of weight, measure or numerical count of contents, but such do not always convey to the buyer's mind the true facts. For instance, the buyer may have no idea what a certain commodity in a box of a certain size should weigh in ounces, or measure, or bulk, but if he knew the box were full, he would gain a very tangible idea of what he was buying. And while no such form of marking contents is provided under the law, it is evident that the present law may be complied with and yet permit fraud.

This is the right of the matter, without a doubt. It would be idle to contend that a consumer is not deceived by a carton which is twice the size it needs to be to accommodate its contents. Of course she is deceived. It is human nature, as well as practical experience, to believe that an original box of pepper is full when offered for sale.

Moreover, this is a deceit which in many cases would never be discovered, for consumers will keep the pepper in its original package and merely shake it as needed out of the perforated top. She might think it used itself up rather quickly, but the impression made by that would not amount to much. It is a very cleverly devised fraud.

Idle Talk.

Here is a letter which enables me to say something which has been in my mind for a long time:

McComb, Miss., Nov. 3, 1916.
To the Editor.

Dear Sir:—We appreciate "The Stroller" telling us about the "stunt" for us grocers, and would like to ask you to help us find out more about the twenty-five foodstuffs that he mentions.

Where can we get a book or bulletin telling about the nutritive values of the different foodstuffs?

Hoping that you can help us out in this, we are,

Yours truly,
GOLDEN RULE STORE.
P. E. Cullom, Manager.

To first answer Mr. Cullom's question, why doesn't he go over his stock book? He will find upon it probably more than twenty-five staple foods that have advanced little or none since the European war began, and that are still very moderate in price.

What I want to say concerns his request for information concerning the nutritive value of different foods. It is all very well for a grocer to have such knowledge as that—he cannot know too much about his business—but I should never expect to get much by advertising the nutritive value of foods. Consumers are not interested in the nutritive value of foods. Some of them think they are, but they are not in any sense that controls their buying, or even influences it very much. Palatability, sightliness and price are the three factors that consumers are interested in, and the minute a dealer begins to talk about proteids and proteins his customers begin to get bored. When you offer a food like rice, or potatoes, or really any food whatever that the grocer handles, you don't need to talk much about food values. Consumers are perfectly willing to take those foods without that.

The Foolishness of Buying Future Canned Goods Demonstrated Again.

The fact that the practice of buying canned goods futures is to be depended on only at times when buying futures wasn't necessary, is again demonstrated this year. In times of normal pack, when the market is not fluctuating much, the buyer of futures can expect to get what he bought. But in those seasons he gains nothing by buying futures—unless he has to cover himself as to some certain brand—because he can buy at the time of delivery at the same price he paid for futures.

It is in seasons of short pack, like this, when buying futures would be useful and profitab you could be sure of gettin goods. But the future buyin tract has changed so in recent that it is now no contract at for the buyer. The seller agr deliver the goods called for, —if, and the ifs are so man so all-embracing that the bu really sure of his goods only packer has them and wants liver them.

This year the buyer of canned goods has been mos rageously stung right and Some packers are taking adv of every technical condition o contract, others are deliberat ing down and impliedly d their buyers to sue them, and have made the most shamef faults in their contracts, a selling their pack at the very higher prices which the affords.

All the sportsmanship has eliminated from the future goods contract. Time was w packer would bet he could so many cases of tomatoes at tain date and at a certain pri conditions went against him his bet like a true sport and for better luck next year. T some packers paid their bets to-day the packer hedges a buyer takes all the chance.

Chicago Thinks She Sees Monopoly.

After hearing charges by cago Alderman that there 37,500,000 dozen eggs in C in cold storage, while the p soaring at about 45 cents a the Council Health Committe the week invited United State trict Attorney Clyne to atte next meeting of the commit which time an effort will be to show collusion on the pa middlemen and prouducers t trol the price of foodstuffs. D. Coghlan, a Michigan f testified that half a dozen C operators control egg p through the Middle West. agents buy up the suppl said, contending that it wa profitable for farmers to direct.

Old Subscribers, Please Answer

The "Modern Merchant and Grocery World" has on its subscription books subscribers who have been such for twenty or twenty-five years, in some cases even longer. Unfortunately, prior to a few years ago the subscription records were not kept in such a way as to show when each subscriber first came upon the lists. Therefore we cannot go to the lists and pick these old subscribers names out ourselves.

We ask every subscriber who has been a subscriber of this journal more than fifteen years continuously, to be good enough to send their names to this office.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

art a Tea Week."—You good things are catching. were you I'd start a "Tea ." Some of you will say, that's the boss's work or the ger's work." I'm aware that of you men cannot put into tion tea week, however capa- ou may be, on account of the and fast chain-store system. this suggestion applies par- rly to the clerk with a free . And in writing to you I to emphasize the importance eping ahead of the boss. The that owns a store doesn't al- do the best thinking as far etail goes. He has other lesome things that keep him . But the alert planning comes to his relief and hes out of the old way and s himself a boy of action. Now then. Get at the tea. Cover six feet of your counter with tea matting. Let the fringe hang over loosely and show up on this eight or ten kinds. Also in matting cup-like shape. Get your tickets on and—**talk tea.** Talk about the flowery flavor of the Ceylon. The strength of the English Breakfast. The nice delicate aroma of the Oolong, and the purity of the remarkably agreeable taste of your popular 60-cent Mixed. Get a lot of signs printed for the windows, doors and store to read "Tea Week." Stick them around everywhere and be glad to sell a quarter pound to a new buyer. Make a lot of it. "It's catching."

* * *

Don't Be A Dead One.—"We never did it that way before." If you feel that way keep it to yourself. All the slow ones are saying every day, "We never did it that way before." What if you didn't? If "that way" is better than yours, forget yours. It's a great thing to be able to see the good points in the other man. The smart fellow is the fellow who says to himself—"I've a lot to learn and I'm going to pick up some good ideas every day if possible." Anyway, don't be a dead one—don't stick to the old way of doing things when it's dead open and shut that the new way is better. That very thing keeps thousands of grocery clerks on the $10 list. The more you are willing to learn, the more responsive you are to quick, clean, common sense modern methods, the better you'll get along, because your brain is alert and your whole life is open to the go-ahead spirit.

* * *

Bringing Up the Sales.—It won't do to let your sales keep "just the same." That isn't going ahead. The "new thought" people embody in their philosophy this thought—"Divine Discontent." In other words, it's good for you to be discontented when it makes for your uplift. Not one of you can progress without this wholesome, well regulated, discontent. So it's a good thing to aim to make your sales better this week than last—not a whole lot ahead, you understand—but just ahead, and it's surprising what an inspiration come from this increase of sales.

The Week's Dry Goods Business.

Marshield Field & Co., in their weekly review of the dry goods trade, say:—

> Wholesale shipments of dry goods for the current week have been well ahead of the past few weeks and exceed the volume of a year ago by a considerable margin.
>
> Road sales for both immediate and future delivery show splendid gains over the same week, 1915.
>
> Customers have been in to market in much larger numbers.
>
> Collections continue greatly in excess of last year.
>
> The market on domestic cotton goods is firm and advancing.

Butter that sells

Butter that sells readily at top prices is butter that ***looks*** right.

Dandelion Brand Butter Color

makes storage butter look just as fresh and attractive as the day it was churned. Speak to your dairyman about Dandelion Brand.



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.

Burlington, Vermont, and 200 Mountain St., Montreal, Canada

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand Butter Color

The color with the golden shade

The New York Letter

Clear Statement of Present Food Situation. Cigars Going Up for First Time in Years. A Packer's Statement of the Ham Casing Controversy. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, November 10, 1916.

The National City Bank, which constantly keeps its finger on the pulse of business, thus summarizes the food situation in this country in a statement issued during the week:—

> The situation is aggravated by the fact that there is no compensating abundance in any of the other food crops. Corn gives only a moderate yield, oats are a fair crop, potatoes are distinctly short, and the vegetables and fruits used for canning are all in short supply. Corn bids fair to sell in the Middle West at the extraordinary price of $1 per bushel, and this will be reflected in the price of meats. Already reports from the live stock markets say that few well finished beeves are being received. It requires courage for a farmer to put weight upon cattle with corn worth above 80 cents per bushel. The hog crop seems to be good, but the provision market is kept up by high priced corn and a great European demand. A well informed Chicago writer says:—
>
> > The amount of meats that have been shipped to Belgium since the Belgium Relief Commission has been established is enormous and forecasts a long period of big trade from Europe during and after the war is over and there is no doubt that good prices for all kinds of hog product will prevail for a long time and the stocks of very cheap meats which existed two or three years ago are now out of the question.
>
> Butter, eggs and meats are moving from this country through Canada to Great Britain in large quantities, and to a great extent in pursuance with contracts made last summer.

* * *

For the first time in many years the retail price of cigars is going up. Labor in the tobacco districts has gone to more highly paid positions, wooden tobacco cases have advanced, as has the cheesecloth used in growing tobacco, fertilizers are all higher and so are farm implements.

* * *

Readers of this correspondence are familiar with the long waged controversy over the right of the Western packers to charge for the casings on ham and bacon at the meat rate, and also whether hams and bacon were package goods, and had to have the net weight marked on the label. During the week one of the large packers, Swift & Co., has made the following statement giving the packers' side:—

> Various articles have been printed recently concerning the campaign for the enforcement of the net weight law and the disposition of cases in court. Will you permit us space in your paper to state as briefly as possible something of the packers' side of the question.
>
> Many years ago nearly everything was sold in bulk. Crackers and oatmeal came out of a barrel or sack; prunes were wrapped in burlap and kicked around the floor of the grocery, and other food products were thrown on the counter of the market as an attraction for flies.
>
> One of the first reforms inaugurated in handling food products in a sanitary way came from the packers.
>
> The wrapping of smoked meats is a practice which dates back more than a quarter of a century and is necessary to retain the flavor, protect the quality, prevent the surface from drying out and mould from penetrating the meat. Also it is a precaution taken so that hams and bacon will reach the consumer in as good condition as they leave the packing house. Further, at some seasons of the year and in many localities it is a protection of the meat against flies.
>
> Fresh meat is handled all the way through under refrigeration and is, as a rule, protected against flies, but this is not true of smoked meats, consequently some artificial protection against flies is necessary.
>
> Certain kinds of flies lay eggs in the meat, whenever they have access to it, from which develop "skippers," which make the smoked meats unsalable.
>
> The retail dealer or consumer suffers no loss by reason of the meat being wrapped, because the price is made on the basis of it being wrapped and a different price would be charged if meat had to be sold unwrapped.
>
> Much experimenting was indulged in by the packers to find a paper that would protect adequately hams and bacon, preventing them from drying out, and thus insure the purchaser a fresh, clean product. For a number of years now all high class hams and bacon have been wrapped in parchment paper of the highest grade.
>
> Wrapped hams and bacon lose some weight, but not so much or so rapidly as the unwrapped product. Protection from "skipper" flies, cleanliness, and a partial prevention of shrinkage are the main considerations for the payment for the wrapping that has been the cause of an adverse court decision and much criticism. It has been charged that the sale of wrappings of hams and bacon has netted the packers a million dollars a year illegal profit and a demand is made in some quarters that the net weight of the package must be stamped on it.
>
> If the net weight were to be marked upon hams and bacon at the time that they are wrapped it would not accomplish the desired object. The meat will shrink up to the time that it reaches the hands of the consumer and if he were to buy at the net weight marked he would be paying for shrinkage, which would equal or exceed the weight of the wrappings.
>
> Dr. E. S. Hodgskin, in an article in the New York "Evening Sun," September 8th, says: "We have heard a great deal lately about the awful crime and wickedness of selling hams in a protected wrapper. So many reforms when analyzed as to their ultimate beneficence show the childishness of the argument of the reformers. What is the purpose of the wrapper? Is it for the purpose of adding weight to the package and, as some reports have it, make the purchaser pay for paper and cloth, thus adding a half cent a pound to the cost of the ham? If one rea izes that ham is a perishab product then the necessity a protective wrapper is once manifest. The wrapp should be light and at t same time so strong that cannot be easily torn broken in the handlin There should be no unpr tected spot on the ham b enough for flies or other i sects to crawl on and poison

* * *

The latest campaign aga fraudulent advertising and u methods of competition has been launched by the Whole Men's Furnishing Associa The association claims tha large number of small and l shops get customers in by bargain sales. In many of t sales trade-marked goods wil cut in price as a bait to allow sale of shoddy goods at exorbi figures. The campaign will tend over the entire country.

Summarized Market Conditions.

Tea quiet but still with a st undertone. Cables from prin markets are strong.—Coffee and easy. There is too m coffee for the demand, mea particularly Rio and Santos, the situation is decidedly he Prices are possibly an eig lower for the week on all gr of Rio and Santos. Milds and featureless. Basis of p very low.—The sugar market had a number of small flu ations during the week but have not amounted to m Raws are quoted up to 6.65, some offers below that. Ref sugar is exactly where it w week ago.—Canned tomatoes main about unchanged on same high basis quoted last w More pressure to sell is no able, however, on the part of h ers, and the market can perh be said to be a little weaker t last week. Undoubtedly the p is too heavy considering year's production. Corn high and unchanged. Peas the balance of the line also l and in moderate demand. Pu kin very scarce. Red Al salmon is very scarce on acc of freight difficulties; quotat up to $1.90 in a large way. is merely a temporary sque however. Pink salmon also

and active on account of l stocks. Sardines, both do- ic and imported, firm and with no change for the week. ied fruits steady and firm on unt of low stocks. Prunes now reached a 6¼-cent , which is an advance of t 1¼ cents within a month. ern demand is light. Raisins without change for the week. cots somewhat firmer but in demand. Peaches firm and .—Wheat shows advance for veek on account of heavy for- buying.—Flour also is er, the advance for the week unting to about 10 to 20 cents barrel.

MONG THE TRADE.

e regular Fall meeting of the idelphia Retail Grocers' As- tion occurred last Monday ing at the association rooms ie Bourse. A talk on "The of Making a Sale," by B. R. laman, of Des Moines, Iowa, the feature of the evening. Vardaman thought cour- the chief factor in selling s.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The American Grocers' Society.

Rosemont, N. J., Nov. 7, 1916.
To the Editor.

Dear Sir:—Can you give me any information regarding the American Grocers' Society, Inc. I am informed that it is a stock company, having about 14,000 members among grocers throughout the United States. They sell all members 10 per cent. off list price on trade-mark brands, and the stock pays 8 per cent. dividends. I am inclosing you one of their pamphlets. I have thought of joining the same, but would like to know more of the company before so doing. Awaiting the same, I remain,

Yours truly,
P.

The American Grocers' Society has had several advertisements in this paper and we are familiar with its plan. It is a corporation and sells stock to retailers. As inducements, it offers staple package goods at very low prices and also the right to sell its own private brand of various package goods. As to whether it is making good, certain retailers have told us from time to time that they had saved considerable sums of money by buying through the society.

* * *

One Dollar Advertising Book.

McKeesport, Pa., Nov. 8, 1916.
To the Editor.

Dear Sir:—Kindly send us the address of the firm which sells advertising books for $1.

Thanking you in advance,
Yours truly,
A. KIMELMAN.

There are a lot of these books, some good, some worthless. Write the "Advertising World," Columbus, Ohio; they have standard literature of that sort.

* * *

Address of Hobart Coffee Mill.

Mauch Chunk, Pa., Nov. 4, 1916.
To the Editor.

Dear Sir:—Would you please let me know who is the manufacturer or agent for the Hobart coffee mill, and oblige,

Yours truly,
A. S. HAINES.

Hobart Mfg. Co., Troy, Ohio.

* * *

Credit-Rating Plan and Co-operative Delivery.

Fort Pierce, Fla., Nov. 2, 1916.
To the Editor.

Dear Sir:—Mr. John Powers, of this city, who is a subscriber to your journal, informs me that you can tell me of a plan of credit rating for small towns, also of a plan for co-operative delivery service.

If you can be of service to me in this respect I can pass it along. Thanking you,

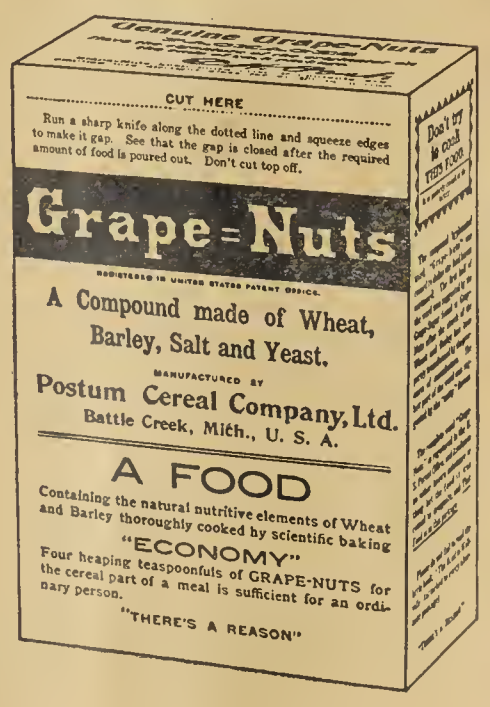
Yours truly,
R. L. GOODWIN,
Secretary St. Lucie County Board of Trade.

The fundamentals of a credit rating plan which could be worked in small towns is as follows:—

Repeat-Order Profits

—combined with the new business constantly being promoted by heavy, well-directed advertising is good reason why grocers should boost

Grape-Nuts



Once used **Grape-Nuts** is pretty sure to hold a regular place on the family table. The food is always the same—fresh, crisp and delicious.

Grape-Nuts advertising is always at work; the margin for grocers is good, and a little selling attention repays in steady profit.

"There's a Reason"

The local retailers would have to get together. Each should compile a list of his customers, with letters or figures to indicate the opinion of the particular store of the customer's financial responsibility, as "slow pay," "prompt pay," etc. With these lists all in, a complete local directory could be compiled giving a composite rating of each buyer in the place. These could be open to all the members and would be found very useful.

To make this plan effective, every member, the minute a customer becomes delinquent, should turn in the name to the association and have it circulated to all the members, so that each shall be warned.

As to co-operative delivery, write the retail merchants' associations of Champaign, or Urbana, both Indiana.

National Canners' Association Warns Canned Goods Packers to Advance Prices.

Says Everything That the Packer Uses Has Advanced and It Would Be a Mistake to Sell Future 1917 Canned Goods at 1916 Future Price.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
November 10, 1916.

The National Canners' Association, whose headquarters are located here, has issued the following to canners all over the country, whether members of the association or not, a suggestion that they should not offer future 1917 canned goods at the prices which they made on future 1916 canned goods, when they were offered about a year ago. The association's statement, showing the advances in the canners' expenses, is as follows:—

Washington, D. C.,
November 4, 1916.

Any canner, heedless of the signs of the times, now selling the 1917 output of canned foods at prices specified in 1916 future contracts, not only commits an open assault on business fair play, but brings down upon his head swift and sure disaster—the unavoidable result of rash and reckless bargains.

Selling for future delivery is fair and lawful competition, provided the price is based on carefully ascertained cost values. The canner knowing not his cost, and by reason of which cannot perform his contracts, very nearly approaches the unlawful. He has no reason to resent the well-deserved reproach of indignant customer or the scorn of fair and loyal competitor.

The Federal Trade Commission, an important branch of Government service, is now conducting a campaign of education with manufacturers relating to cost accounting systems.

The National Canners' Association, following this distinguished lead, is engaged in a similar work, and indicates to every canner the imprudence of marketing his products without first obtaining complete and accurate knowledge of production costs.

Times have changed. The investigator now holds the center of the stage. The guesser's act is done.

Here are undeniable facts. They cannot be ignored. Analyse them and prove their literal truth:—

a.—Seeds have advanced nearly 75 per cent.

b.—No. 2 cans are increased 8 cents a dozen.

c.—Labels have now advanced fully 50 per cent.

d.—Boxes increase cost nearly 1 cent a dozen.

e.—Wages continually advance without the formality of strikes.

These are reliable, up-to-date advances for a part of the material applying to the direct cost of canned foods. Prices to be made will be demanded without apology or regret, and you will have to pay—or quit.

With such facts staring every canner in the face, it is an inexcusable blunder to sell a case of food without first knowing the real, actual cost price of it.

HOLT.

Pennsylvania Organization Notes.

The Wellsboro Association is in a thriving condition. The public rest room established in the town has been visited by over 10,000 out-of-town customers and it is proving a real asset. Retail business shows about a 20 per cent. increase. A new glass factory is about completed and manufacturing will be commenced next week. The company operating this plant has about decided to double its capacity and work on the new plant will be started in February. Eventually 1,200 men wil be employed. All this has been brought about by an unusually active Business Men's Association.

* * *

The moving picture films, "Troubles of a Retailer," will be shown at Punxsutawney November 6th and at DuBois on November 8th.

* * *

If there was at any time the need for real organization among retail business men, that time is now. The indifference of the average retailer toward organization is a tragedy. His big competitors, the chain store, the catalogue houses, the tea and coffee peddling concerns are growing and they grow be they have good organizations because the retail merchant idly by and says, "What's the Get busy, Mr. Retailer, talk matter over with your neighbo arrange to form an associati your town. Mr. Smedley wil you.

* * *

The Business Men's Assoc of Armstrong County has o ized a Chamber of Com branch with an entrance fee Confidence is expressed in th cess of the new department. R. Copley is secretary.

* * *

The Indiana Association h fall style show on October 4t and 6th.

* * *

The regular monthly noon cheon of the Irwin Board of was held October 20th. A dress on "Good Roads" was by E. E. Robbins.

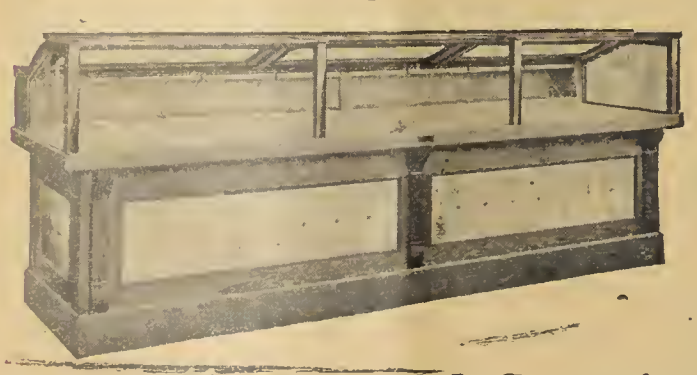
* * *

Some of the largest retai cers in Philadelphia have f a "Co-operators' Club." Wh members are all in the same business, they are non-compe being located in different pa the city. Meetings are held and on alternate weeks the of the establishments meet the proprietors and discuss bu problems. Great good is done and a good deal of late ergy and salesmanship is bei veloped.

ECHOES

Enclosed find check fo years' subscrription for the ern Merchant and Grocery W I enjoy the paper very muc get good, snappy ideas out Yours for a big year.—C. D man, Latrobe, Pa.

Hill's Economy Cases



Are Different and Superior

THERE is all the difference in the world in how you work—some insist on having the best and most convenient fixtures; in such a class are those who insist on having ***Hill's Economy Display Case*** because it is the one case whose doors slide forward out of of the way. A case with perfect refrigeration and full length display.

Let us send you a catalogue showing complete line of ***Hill's Famous Dry Cold*** Refrigerators and Display Cases.

C. V. HILL & CO., 360 Pennington Ave., Trenton, N. J.

Automatic Machinery Revolutionizes the Pretzel Business

For the purpose of popularizing its products and increasing its distribution, and for the purpose of building additional plants, it has been decided to offer a limited amount of the 7 per cent. Preferred Stock of The American Pretzel Company to the retail grocers of the country at par $100.

This company operates the only automatic pretzel machinery in the world.

It holds patents on all practical machinery for the mechanical production of pretzels.

It is the largest manufacturer of pretzels and allied food products in the world.

Its principal plants are located in Philadelphia, Pa.; Cincinnati and Hamilton, Ohio, and St. Louis, Mo. It has warehouses or agents in all the large cities in the United States.

THE INVESTMENT

The stock is preferred, participating, cumulative and convertible, i. e., (a) Preferred in that 7 per cent. must be paid upon the preferred stock before any dividend may be paid upon the common stock; (b) Participating, in that 7 per cent. having been paid upon the preferred (the guarantee fund provided for), and 7 per cent. then paid upon the common, any further dividends must apply to the preferred and common share and share alike; (c) Cumulative, in that if for any reason a preferred dividend should be missed it must be paid before any dividend can be paid on the common.

Preferred stock representative on Board of Directors—so long as any part of the preferred stock is outstanding, The R. L. Dollings Company, representing the preferred stockholders, shall be entitled to at least one member on the Board of Directors.

Preferred stock is redeemable or convertible—the preferred stock is subject to redemption at any regular dividend period after February 1, 1922, at $110, plus any unpaid dividends; but the stockholders may elect, instead, to accept an equal number of shares of common stock. Thus the preferred stockholders are secured the advantage of any exceptional profits the company may earn.

Preferred as to Assets.—In case of discontinuance of the business, consolidation, merger, or other such change, the preferred stock is entitled to be paid in full, both the par value and any accrued or accumulated dividends, before the common stock shall receive any part of the assets of the company.

Having thoroughly investigated this offering through our Service Department, and having provided every Safeguard for the benefit of the Preferred stockholder, we recommend it as a safe and profitable investment.

Send for Descriptive Pamphlet

THE R. L. DOLLINGS COMPANY

332-334 Widener Building, Philadelphia

PITTSBURGH **COLUMBUS** **TOLEDO** **INDIANAPOLIS**

The Grocery Markets

Tea.

The tea market remains unchanged for the week. The entire list of desirable grades is steady to firm; demand fair. Anybody owning tea to-day has safe property.

Coffee.

The coffee market, meaning all grades of Rio and Santos, is weaker, probably by about ⅛ cent. The cause is the very large stocks of available coffee. The United States is handling this now instead of Europe, and the general tone is easier and may ease off even more. Buyers have not a great deal of confidence in the market, and are buying only what they need. Mild coffees are unchanged on the previously reported low basis. The demand is light. Java and Mocha unchanged and dull.

Sugar.

The sugar market shows no material change for the week. Raws are ruling around 6.55, and granulated from 7.50 to 7.60 cents. Raw sugar is coming from some new places, owing to the heavy demand, and this has eased off the situation to some extent, though it has not caused any decline as yet. The consumptive demand for sugar is poor. No relief appears in the immediate future.

Syrup and Molasses.

The glucose situation has eased off considerably, due to the loosening of the squeeze in old crop corn. Glucose can now be bought for early shipment at 10 points off. Compound syrup is unchanged, but the big manufacturers are back in the market again and the whole situation is easier. Sugar syrup and molasses are unchanged and quiet.

Fish.

The fish market is unchanged. Shore mackerel, Irish mackerel and 1915 Norway mackerel are all precisely where they were a week ago. The supply is not large, prices are high and the demand good. Cod, hake and haddock are unchanged and quiet; prices continue high. Domestic sardines are tending higher by reason of scarcity; imported sardines show no change for the week. Salmon quite firm, prices still tending upward; demand active.

Canned Goods.

There has been no material change in the tomato market during the past week, but there has been no decline in price. Corn and peas are both still very firm but the demand is not as heavy as it was a short time ago, although the supplies of all three of the principal items in first hands are extremely limited. Spinach, string beans and other small items packed in Baltimore are very scarce and prices are still at the top. There is a good demand for salmon and sardines but with no material advance in price. California canned fruits are almost entirely exhausted in packers' hands. There is probably less stock in California than there has been for ten or fifteen years.

Dried Fruits.

Prunes, peaches and apricots are unchanged on spot. The association has advanced prices in California on peaches but no sales have been made at the advance.

Butter.

The butter market is very firm at unchanged prices. Receipts are lighter than they have been for the last two or three weeks. Consumptive demand is slightly above normal for this time of the year. Export business still continues heavy, which tends to cause the present high prices. If there will be any change in the market it will be toward higher quotations.

Eggs.

The egg market is very firm at unchanged quotations. Receipts are normal for this time of the year and the home consumption is good. Some refrigerator eggs are very firm and there has been no change in quotations, although higher prices are looked for before the end of the month. Warehouse holdings are about normal for this time of the year.

Cheese.

The cheese market is very firm, showing an advance from ½ to ¾ cents per pound. Advices from country markets in the East are reported from ¼ to ½ cent higher, and Wisconsin markets advanced 2½ to 3 cents last week, causing a great deal of uncertainty in the cheese market. Markets are a little unsettled as yet, but higher prices are looked for. Export demand is heavy and home consumption good.

Beans and Peas.

Beans are in slightly better supply and in consequence the price has declined from 20 to 50 cents a bushel on pea beans. Marrows are still held at the same price as last week. Lima beans are steadily advancing with every indication of a still higher market, as they are the cheapest bean for sale to-day. Green and Scotch peas have gone to unprecedented high prices, the last quotation being over $5 per bushel, with practically none offered. Barley is another item that has taken a wonderful advance, the present price being just exactly double the opening price of a few months ago.

Provisions.

All cuts of smoked meats are firm and unchanged in price, there being a good consumptive demand and fair receipts. Pure lard is very firm at the recent advance and we do not look for any lower prices for two or three weeks to come, the consumption being good and export heavy. Compound lard is very firm with unchanged prices. The market on cottonseed oil having declined does not, however, affect the market on compound. Dried beef is firm with unchanged prices. Consumption is heavy and receipts normal for this time of year. Canned meats are unchanged. They are holding very firm with a good consumptive and some export. Higher prices are looked for before the end of the year. Barreled pork is steady with a fair consumptive demand.

INDIVIDUAL MARKET REPO

Wheat and Flour.

In a very few weeks there develop a shortage in cars which is likely to cause very great distress, and we cannot too strongly urge upon our friends the importance of carrying in their warehouses ample stocks of flour and such other commodities on which they may be dependent.

We are passing through a most unusual period in that the stocks of flour in bakers' and jobbers' hands are below normal, and because of the continuously advancing prices the great majority have been pursuing a hand-to-mouth policy of buying. This, coupled with the present shortage, will certainly lead to a very distressing situation a little later on. It is quite evident that there will be a great demand for flour in the East regardless of any price movement from now on. It is certainly no far-seeing business man should approach this situation without making ample provision to meet it in advance. Our advice to both millers and jobbers is to carry large stocks during the next four months and not place their business in jeopardy by allowing their stocks to dwindle with the uncertainty of replenishing them.

We are sounding this friendly note of warning and sincerely hope that those of our friends who have been indifferent to the grave situation that confronts them will profit by this advice. A car of flour in the bakery may be worth a dozen at the mill.

We now come to discuss the wheat situation, and are sorry to say that we can see no prospect of lower prices, except that there may be an occasional reaction from the upward trend of prices.

Routine statistics are no longer of interest and while our prices in this country are very high, we are more fortunate than our brothers across the seas. They are literally confronted with the grave problem of securing sufficient supplies to last until the next harvest. A cable of our English correspondent writes that the European requirements are much greater than Broomhall's estimates, and that the minimum requirements of importing nations will be from 600,000,000 to 640,000,000 bushels, and that it has been the policy of the statisticians to minimize their requirements in order to hold prices in check.

Ever since harvest the importing nations have been disheartened in seeing one source of supply after another have a crop failure. What was expected of Argentina, and now that the crop is almost a complete failure, it has further complicated an already distressing situation.

The British Government has recently set its hands to the task of furnishing transportation facili-

he Australian crop. The ship-
s are still disappointingly small
this week being only 392,000
els. Australia should ship an
ıge of 4,000,000 bushels week-
ntil August 1, 1917, if their
us is to be moved in this crop
It is the difficulty of obtain-
wheat from Australia and else-
e that will force the demand
North Amercia for the last
el of wheat that we will be
to spare.
the next few months we must
epared to see an almost com-
exhaustion of the visible sup-
n the United States and Can-
and when that time arrives we
witness a scramble on the part
illers and exporters for wheat,
there is no telling to what
ıt the price of wheat may be
d by the urgency of the de-
l.
conclusion, we wish to again
ıt the warning we have given
friends and customers to keep
e stocks and file their shipping
tions as far ahead as possible.
SHANE BROS. & WILSON CO.
J. W. Craig.
iladelphia, Pa.

—

Foreign Grocery Specialties.

ood long-keeping garlic is
e and is steadily going higher.
anish red peppers (pimentos)
n very good demand and spot
s are almost cleared. Reports
Spain indicate that we may
even higher prices for peppers
season than we did last season.
ourse, this is merely a report
we quote, as we have heard
ing definite in regard to the
All we know is that we have
work buying what we need
he coming season.
is really needless to write out
l market report, because when
ay that practically everything
ır line has advanced and is go-
steadily higher, this will show
real true market condition.
e day, of course, we will see
r prices for practically all of
goods, but this time is quite a
ways away as yet, and im-
ed foodstuffs such as we handle
probably be the very last thing
he list to decline. Whatever
uys to-day looks mighty cheap
orrow; in fact; it is not a ques-
of buying, but getting them,
as long as that condition exists
e is no chance of lower figures.
STROHMEYER & ARPE CO.
ew York, N. Y.

—

Rice.

ıe market record for the week
at of increasing activity. Buy-
are taking hold and enlarging
assortment. Even at the re-
advance on all styles, rice is
rently conceded to be on a safe
for operation, and prices likely
e sustained at least up to Jan-
ıst, if not for the remainder
he present crop. In fact, all grades of all varieties show an advancing tendency, due to the unprecedented demand caused by high prices of other foodstuffs, and when placed in comparison with present prices of beans and potatoes, one can appreciate the cause of the large demand for this cereal and that consumption of rice will be greatly increased this year.

Advices from the South along the Atlantic coast indicate continued quiet conditions, especially on lower grades, due to the fact that there have been very few offerings and that the consumption of rice throughout this section (normally a heavy consumer of rice) has not correspondingly increased with other sections.

At New Orleans the market for clean shows an advancing tendency on all grades on account of the heavy demand.

In the Interior, Southwest Louisiana, Texas and Arkansas, the rough rice market shows further strength, higher prices having been paid, while offerings can be said to be limited and receipts arriving represent mill purchases. Some mills are booked for their capacity for November shipment and will only accept business for December and January deliveries.

D. TALMAGE'S SONS CO.
New York and New Orleans.

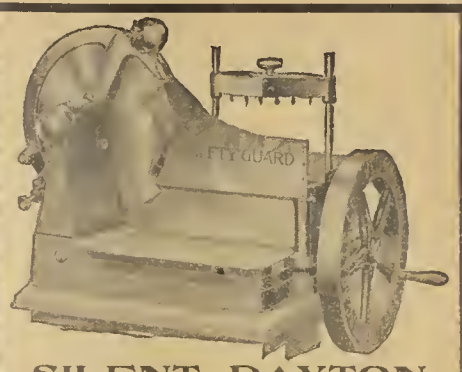
—

Imported Fish Specialties.

Holland herrings during the last week have been selling rather freely, but the market has a weak tendency owing to the expectancy of large shipments to come. Scotch herrings are in fair demand and prices are steady. Norwegian herrings are in very good demand and prices are higher, and are likely to go still higher in the near future.

There is a good jobbing and consuming demand for all kinds of imported sardines. The trade and the consumer have gradually gotten accustomed to pay the price, or go without the goods. We are in the same position. At first we thought that we ought to stay out of the market and wait until prices came down to a more reasonable level, and we lost a lot of business, but when we came to the conclusion that it is not likely that we will see lower prices for imported sardines in the near future, and when we began to buy at full values and imported the goods, we found that the consuming trade and the jobbers had gotten over their ideas that they had to get the sardines at the same price they were able to get them in former times. Now they are selling freely.

Owing to the advanced prices for tinplate, solder, etc., and the scarcity of labor, there is no chance, in our opinion, for lower prices on imported sardines in the near future. The price for cottonseed oil and similar substitute oils is steadily climbing higher, and the present cottonseed oil prices make the olive oil prices look mighty cheap. We find that a lot of our trade that has been using blended oils has now come to the conclusion that it would pay them better to handle strictly pure olive oil, which is only so very little more expensive than the blended or the plain cottonseed oil. Consequently the demand for pure olive oil has shown a very decided increase of late. So much so that shipments from abroad are hardly sufficient to cover the steadily and daily increasing demand. On the other hand, the finest grades of olive oil like those which we import are hard to get. They are very scarce, and we have to pay big prices to get the supply we need. New oil, of course, will be in the market very soon, but we



SILENT DAYTON
No. 10 MEAT SLICER

More Dayton Slicers are being sold than all other makes. There's a mighty good reason behind the marvelous growth of this new industry, and the reason is that there is nothing like it on the market at any price. It is the acme of perfection.

SEND FOR PARTICULARS
MONEYWEIGHT SCALE COMPANY
District Office: 1313 Arch St., Philadelphia, Pa.
Main Office: 326 W. Madison St., Chicago, Ill.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609
Keystone, Race 746

Every Grocer Should
Send five cents in stamps and
Get acquainted with
The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

The HOWE Is Not a Refrigerator That Eats Its Head Off

There are some beautiful refrigerators on the market that, while we call them refrigerators, are really only imitations. They are beautiful exteriors but that is all. The heart—the refrigerating principle—is lacking. They are simply good-looking boxes that eat their heads off.

The **Howe Refrigerator,** we know, uses less ice than any other refrigerator made, owing to its double air lock door. The Howe double air lock door will pay you a dividend, in ice-saving, every day you use it. Write to us about it.

Howe Scale Company
508 Market Street
Philadelphia

could not think of importing this new oil until it has matured for several months, because the new oil is always rather strong in taste, and would not do at all for our fine brands. Olive oil is one of the few articles that has shown practically no advance since the beginning of the war, and we are very much afraid that all of a sudden we will see a strong advance in the price of fine edible olive oil.

STROHMEYER & ARPE CO.
New York, N. Y.

Beans.

While this is an era of extremely high prices, nevertheless, there is a general feeling of doubt as to the ability of the Michigan Bean Growers' Association to maintain the price scale that they have arbitrarily fixed, to wit: $5 to the grower, increasing 15 cents a month to the first of the year, and thereafter $5.50.

This is one of the first fruits of the Clayton Bill, the special class exemption granted by that act to labor organizations and farmers' associations being the only thing which stands between the individual members of the Michigan Bean Growers' Association and the vengeance of the law. Logical development of this movement will soon bring us to the cry, "Twenty-five cent milk or let the baby starve!"

However, it seems as if a special Providence takes care of this country even if our laws do permit agreements in restraint of trade. This seems to have been a good bean year everywhere, and the prohibitive price of Michigan beans is drawing foreign beans to this country and obliterating the European demand, as wheat flour, corn meal and oat meal all show better food value at a much lower price.

California claims the best crop in her history, and that of Michigan will be over par in size and of the finest quality ever known. No jobber or packer or speculator is investing in Michigan beans at the price established by the growers.

JOSEPH CAMPBELL CO.
Camden, N. J.

Spices.

The market continues fairly active with few changes in prices. The demand we believe will be large over the balance of the year and stocks here continue small. Indications really point to higher values throughout the list.

Pepper.—Prices quoted from abroad are higher than those here. In fact, the goods on sale here at quoted prices is limited. Higher prices for all grades of pepper are probable.

Red Peppers.—Better grades are scarce. There are no special changes in price this week.

Cloves.—Are quotably unchanged. The future, however, is uncertain.

Pimento (Allspice).—In fair demand at generally unchanged prices. The better grades continue scarce.

Mace.—No change during the week and the demand fair.

Nutmegs.—In rather large demand and large sales have been made during the week. The stocks here have been heavily reduced and higher prices are probable.

What Do You Think of This Advertising Method?

E. E. WITHROW
FINE GROCERIES AND PROVISIONS
PATTERSON HEIGHTS

BELL PHONE 586-J

BEAVER FALLS, PA., Oct. 23, 1915

QUALITY AND SERVICE

Dear Friend:

We want to call your attention to the fact that one year has elapsed since we first started to serve the people of Patterson Heights with groceries, October 8th being our first birthday. We want to assure all our patrons that this year will always be remembered by us as one of great pleasure and are taking this opportunity of thanking you for your patronage.

It has been our ambition to give you the BEST QUALITY of goods your money could buy and to give you BETTER SERVICE than you could secure elsewhere. We will leave it for you to judge whether or not we have been successful.

We wish to make our store your store and want you to feel at liberty at any time to make any criticisms or offer any suggestions you may have in mind. We assure you anything you may suggest will be given careful consideration and as far as possible will be carried out, if we feel that by so doing we could benefit the majority of our customers. We ask you at this time to consider the three questions on the enclosed card and if you will, please give us your opinion in writing so that we may give this matter our careful attention.

We certainly appreciate what our customers have done for us in the past as they have just enabled us to do three times as much business during the past month as we did during October of last year, our first month.

We ask you to kindly mention us to your neighbors and friends and we will endeavor to show them the same courtesy we have shown you.

Yours for Quality and Service,

E. E. Withrow

The above is a photographic facsimile of a letter advertisement issued by E. E. Withrow, grocer, Beaver Falls, Pa. Here is his description of it: "I am inclosing a copy of a recent letter which I mailed to all residents of Patterson Heights, whether customers or not. These letters were put out as first-class mail and cost me about 6 cents each, which included stenographer's charge for addressing the envelopes.

"Patterson's Heights is a residential section, made up of about 250 families, many of whom are prominent business men of the neighboring cities. The hill supports two grocery stores, and many of the downtown merchants make two deliveries a week, which makes competition keen.

"I have been in business a year and this is the second letter I have put out. This is the only form of advertising I have tried, as I felt this plan would be most effective under the conditions. Any criticisms or suggestions will be greatly appreciated."

We believe this is good general publicity—the sort of publicity, in other words, which is calculated to keep a store in the public eye. rather than get direct orders. Every retailer ought to do some of this kind of advertising, but it would be a mistake, we think, to depend upon it altogether.

Cassias.—China grades are fair demand. Saigon and Bat grades are practically unchan

Gingers.—African is higher. Other grades firi though quotably unchanged. demand is broader.

Tapiocas.—Very firmly and prices are generally ten upward. Nearby parcels Europe are higher.

Paprika.—In active deman present. The lower grades now very scarce. Indicat point to higher prices before crop goods can arrive.

Seeds, Herbs, Etc.—Cara continues to advance. The ar is getting very scarce. Poppy also moved up. Celery is and slightly lower. Musta firmer and in fair demand. S herbs are generally steady price and active.

MCCORMICK & CO., IN
Baltimore, Md.

Consumers' Co-operative Stores Failed in This Country by Bad Management.

While co-operative stores i United States are relatively u cessful as compared with t co-operative stores in Euro countries, the lack of success i due to the failure of the under principles of such enterpris hold good in America, but t business methods generally lowed in such undertakings i country. This conclusion has reached as a result of a surv sixty co-operative stores mad the Office of Markets and Organization, Department of riculture. In the many Ame co-operative stores which failed, mismanagement, inade accounting and auditing, lac co-operation, poor business ods and lack of judgment are responsible.

C. V. Hill & Co. in Their New

Recently C. V. Hill & Co., ma of refrigerators, display cases fixtures, moved into their new tory on Pennington avenue, T ton, N. J. This plant occupi space of 532 x 100 feet, and brick construction. It was desi to meet the special requirement the C. V. Hill Co. and is equi with the latest designs of working machinery.

One of C. V. Hill's special on which he places his O. K., full-length display case, ha doors that slide forward comple out of the way, being the only of the kind on the market. T cases are made of oak, the fr top and ends being glass, giving display and at the same time per refrigeration.

Again in Season!

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles — hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

Canning Club Girls use

GOOD LUCK RED RUBBERS



These strong elastic red rubber rings are the kind used for canning club work by Government demonstrators. They are the best kind to use for home preserving by any method. They will not shrink, crack or let in air.

Good Luck Rubbers
fit all standard jars

[DEALER'S NAME AND ADDRESS]

We will send you a series of these for use in your own paper

Why the United States Government uses Good Luck Jar Rings

The United States Department of Agriculture thinks the "cold pack" way of home canning the best and demonstrates it everywhere.

When you can fruit in the "cold pack" way you put the fruit or vegetables in the jar and cook it under steam pressure. No way of canning strains the jar ring like this. Your ring must be absolutely all right or the percentage of loss will be almost one hundred per cent.

The Government experts who do the "cold pack" demonstrating use **Good Luck Jar Rings,** and perhaps it's unnecessary to say that they do it not because they like us, but because they know what they're getting.

Good Luck Jar Rings are made of live, new, high-grade rubber that last ten times as long as some jar rings and never goes back on the user. They last perfectly from one season to the next. You can sell other jar rings cheaper, but if you are wise you won't bother with cheap jar rings at all.

Send for one of our electrotypes.

Boston Woven Hose and Rubber Company

LARGEST MAKERS IN THE WORLD

CAMBRIDGE, MASS.



Some Rules How to Run a Successful Business.

D'ye know, I'm getting pretty blamed tired of being told by a lot of fatheads how to run my business. Papers, and magazines and correspondence schools—why there's a bunch of 'em big enough, if they all got together, to lick the German army! I'll bet they think they know how to beat the German army, too.

When a fellow that's a better salesman than I am—and there's one or two of 'em—starts in to give me points, I'll sit still and swallow it all night, if he'll stay up that long. But when somebody that never even tried to sell goods butts in and tries to tell *me* how to sell 'em, he gets mighty little from me except a sour look.

Same way with you fellows. There's a big bunch of people trying to tell *you* how to run your business. A few of 'em know what they're talking about, but most of 'em are drawing checks on their imaginations.

I've seen some stuff printed along this line that honest made me as sick as a dog. Pure bromide—stuff a boy would know, like "Grocery stores should always be kept clean and free from flies." Sure they ought, but who don't know it? They ought to be kept clean of stray mulies, too, and the fellow that said so wouldn't be much different than the one that talks about keeping the store clean.

I own up I'm a little bit fussed up about this, but I've just read in a trade paper some "rules for the conduct of a successful retail business," that blame near give me a sunstroke. I ain't going to print 'em—it would be a shame to waste good white paper—but take it from me, they were worth just as much as these I've drew up. If there's any fellow that needs a rule to keep his store clean and free from flies, he'll get just as much good out of my rules. Here's my rules:—

1—The best and most advanced retail merchants are gradually dropping the habit of going about the store in their bare feet. John Wanamaker's recent announcement that he would personally cease this practice on Thanksgiving Day has aroused great and favorable attention. Retailers should at least wear socks while waiting on trade, having as few holes in as possible. Shoes are not absolutely obligatory, but if worn, should be mates.

2—Delivery horses should be kept in the stable, and should never be allowed to stand in the store to flirt with women customers.

3—Delivery horses should never wear derby hats, as it makes them conceited. They should stick to the more conventional Quaker bonnet.

4—When a customer enters the store and states what she wishes, the proprietor should never give an imitation of a monkey sewing shirts for shiftless soldiers, but should fill the order as given. This rule is contributed by one of the most successful merchants in the United States, who attributes much of his success to it.

5—If a retail store is conducted after dark it should be lighted by artificial light. Practically all merchants who have attempted to transact business after dark with no light in their stores have abandoned the practice.

6—The personal appearance of a retail grocer is highly important. He should always wear trousers if he has them, and his socks should never be worn anywhere except on his feet. If married to a wife who insists on wearing the trousers, he should borrow them during business hours.

I read these rules over to an old customer of mine, and what he said about 'em made me feel that they might do some good.

"Bill," I said, "some people seem to think I know something about how a business ought to be run, and I thought I'd put some of my ideas on paper. I've got some of 'em here; wa hear 'em?"

Bill said he did, but he li know when a man's tellin truth.

All the same, I read 'em t He didn't move or say a wo the way through—great ence, believe me!—and th said:—

"They're all right, but I t man that's been in busines time at all ought to know of those things without told. For instance, that one lighting a store at night. how—"

I give him one sad look drifted out. Can you be Maybe I'm wrong in thinki stuff you see printed about l run a business ain't nece Maybe it *is* necessary.

THE STROL



National Coffee Roasters' Association.

The following is the official programme of the sixth annual convention of the National Coffee Roasters' Association, which occurs at Atlantic City, N. J., November 14, 15, 16 and 17:—

Tuesday, November 14, 1916.
Morning Session.
11 A. M.

Convention called to order by Mr. Ross W. Weir, president of N. C. R. A.

Invocation, Rev. John W. Williams, Rector All Saints' Church, Chelsea.

Address of Welcome, Hon. Harry Bacharach, Mayor of Atlantic City.

Response for N. C. R. A., Mr. J. O. Cheek, vice-president of N. C. R. A.

President's Report, Mr. Ross W. Weir, New York City.

Appointment of Credentials Committee, Resolutions Committee, Press Committee, Nominating Committee, next Convention Committee.

Prologue of the programme, Mr. B. C. Casanas, New Orleans, La.

Tuesday, November 14, 1
Afternoon Session.
2 P. M.

Dollar Exchange, Mr. I Burnes, National City B New York City.

Reports of Branch Ass ations.

Reports of Committees

Legislation, Mr. Frank Fishback, chairman, Ind apolis.

Membership, Mr. M. Gasser, chairman, Toled

Finance, Mr. T. H. Gr chairman, Minneapolis.

Traffic, Mr. Felix Co chairman, St. Louis.

Developing Local Bra es, Mr. Lewis Sherm chairman, Milwaukee.

Pure Food, Mr. Wm. Harris, chairman, New Y

Better Methods of Co Making, Mr. Edward Ab chairman, New York.

Pacific Coast, Mr. J. Folger, chairman, San Fr cisco.

Speakers' Bureau, Mr. O. Cheek, chairman, Na ville.

Bankruptcy Law, Mr. H. Green, Minneapolis, Mi

ednesday, Nov. 15, 1916.
Morning Session.
10 A. M.

armony of Trade Rela-
s, Mr. Wm. Bayne, Jr.,
sident of Coffee Ex-
nge, City of New York.
ddress, Mr. Theo. F.
itmarsh, President of Na-
al Wholesale Grocers'
ociation.
ddress, Mr. Edward N.
ley, author of "The
akening of Business,"
rman of Federal Trade
mission.
ddress, Dr. Carl L. Als-
, Bureau of Chemistry,
artment of Agriculture,
shington, D. C.
What Do We Know About
ee? Mr. Floyd W. Robi-
vice-president of the De-
Testing Laboratory.

Afternoon Session.
2 P. M.

ddress, Mr. John H.
efer, President of Na-
al Retail Grocers' Associ-
n.
ecognizing the Retail
er's Share of the Coffee
iness, Mr. W. K. Gill,
uth, Minn.
ur Retail Distributor, Mr.
l M. Haserodt, vice-presi-
The Widlar Company,
eland, Ohio.
ort of Retail Grocers'
Problem Committee.
r. Frank R. Seelye, chair-
, Chicago.
ommittee: Mr. Frank R.
ye, chairman, Chicago;
C. W. Brand, Cleveland;
E. G. Beeson, Detroit;
W. T. Jones, New Or-
s; Mr. S. H. Holstad,
neapolis.
eneral discussion of above
ort.
anquet—The Marlbor-
h-Blenheim Hotel, 7.30
M.

hursday, Nov. 16, 1916.
Morning Session.
10 A. M.

ddress, Mr. C. C. Parlin,
Curtis Publishing Co.,
adelphia, Pa.
ringing Great Industries
he Schools by Means of
ion Pictures, George E.
ers, Ph.D., New York.
Executive Session
eport of National Adver-
g Campaign Committee,
F. J. Ach.

Afternoon Session.
2 P. M.

dvertising Coffee Nation-
, Mr. R. T. Snodgrass, N.
Ayer & Son, New York
.
Executive Session.
or discussion of Report of
ional Advertising Cam-
gn Committee.

Friday, November 17. 1916.
Morning Session.
10 A. M.

The Increased Cost of Conducting a Wholesale Coffee Roasting Business, Mr. Carl W. Brand, Cleveland, Ohio.

Co-operation the Way Out for Business, Mr. G. E. MacIlwain, Babson's Statistical Organization.

American Specialty Manufacturers' Association.

The following is the official programme of the American Specialty Manufacturers' Association, which convenes in Pittsburgh November 15th, 16th and 17th:—

Wednesday, November 15th

9.30 A. M. convention called to order by Mr. Carl A. Lautz, president.

Invocation, Rt. Rev. Courtland Whitehead, Episcopal Bishop Pittsburgh Diocese.

Address of welcome, Hon. Joseph G. Armstrong, Mayor of Pittsburgh.

Response on behalf of the association, Mr. Fred. Mason, chairman Financial Committee.

Roll call.

Reading of minutes.

Report of Board of Directors.

Address of president.

Report of treasurer.

Report of secretary.

Report of the standing committees: Finance, Mr. Fred. Mason, chairman; Legislative, Mr. Walter H. Lipe, chairman; Publicity, Mr. A. M. Alexander, chairman; Membership, Mr. E. G. McDougall, chairman; Audit, Mr. M. B. Spratt, chairman; Auxiliary, Mr. D. O. Everhard, chairman; Trade Section, Mr. W. W. Frazier, Jr., chairman.

Special committees.

Appointment of Committee on Resolutions, Committee on Nominations, special committees.

Address, Mr. F. W. Fiske, Educational Director, National Wholesale Grocers' Association.

Address, Mr. Walter H. Lipe, vice-president Beech-Nut Packing Co., subject, "Donations."

Thursday, November 16th.

9.30 A. M. convention called to order.

Address, Hon. Edward N. Hurley, chairman Federal Trade Commission, Washington, D. C.

Address, Dr. Melvin T. Copeland, director, Bureau of Business Research, Harvard University.

Address, Mr. J. E. Linihan, general manager United Cereal Mills, Ltd., subject, "Auxiliaries."

Your Trade

Every grocer is entitled to as much of his community's business as the quality of his goods and service can command. Some get the lion's share—others hang on and just make expenses. Why?

It is largely a question of quality and service. Goods that are known for their high quality command the great bulk of the trade.

N. B. C. advertising has carried the message of the best biscuit baked to nearly everyone, nearly everywhere. A display of the famous In-er-Seal Trade Mark packages is an asset to any grocer. People recognize these superior products as an indication of a quality store and do their regular buying accordingly.

NATIONAL BISCUIT COMPANY

Address, Mr. Alexander M. Scott, president Pittsburgh Wholesale Grocers' Association.

Address, Mr. John H. Schaefer, president National Association of Retail Grocers.

Report of counsel, Mr. Charles Wesley Dunn.

Address, Mr. A. C. Monagle, sales manager Franco-American Food Co., subject, "The Specialty Salesman."

Friday, November 17th.

9.30 A. M. convention called to order.

In commemoration of the tenth anniversary of the enactment of the Federal Food and Drugs Act.

Address, Miss Mary Wood, chairman Legislative Committee of the General Federation of Women's Clubs.

Address, Hon. James Foust, Dairy and Food Commissioner of the State of Pennsylvania.

Address, Hon. S. J. Crumbine, M. D., secretary of the Board of Health of Kansas.

Address, Hon. R. M. Allen, former head of Food and Drug Division, Kentucky Experiment Station.

Address, Hon. Guy G. Frary, M. S., Food and Drug Commissioner of the State of South Dakota.

Address, Hon. George L. Flanders, counsel New York State Department of Agriculture.

Executive session.

Reports of representatives of different auxiliaries.

Reports of chairmen of Lye Section, Mince Meat Section, Macaroni Section.

Question Box.

Reports of committees, Resolution, Nominating, Special.

Election of officers.

Induction of officers.

Unfinished business.

New business.

Adjourn.



No. 389.—Tying a Valued Employe to You Without Giving Him a Partnership.

In the every day discussion of the legal problems of business. questions growing out of partnership will probably come up oftener than any other question. Therefore the following will strike a responsive chord in many breasts:—

Philadelphia, Pa.

I have a very good man in my employ who has been with me for about 12 years. He is a good all round man, and has done considerable selling, both in and out of the store. He also has a good idea of advertising, and is such an employee as any retail store will not let go if he can be held. The writer is getting along in years and has thought of perpetuating this man in the business, but doesn't know how to do it. Should it be done by giving him a partnership interest? The writer has never had a partner and hesitates to go into that, owing to the danger that a man who was satisfactory as an employee might not make such a good partner. Will you please discuss this if you think it is important enough to find a place in your always interesting column. The idea is to retain the services of the employee referred to on the most effective plan, without any danger to the writer or the business.

Yours,
R. M. Co.

To take a partner or not to take a partner, is almost as much "the question" as the one asked in the famous soliloquy of Hamlet. And if business men would debate it longer and harder there would be fewer unhappy partnerships.

My advice to this correspondent, and to anybody else in the same boat, is not to take an employee in as partner if you can possibly hold him in any other way. Take a partner only as a last resort, when the result sought to be accomplished can be accomplished in no other way.

In practice I have found that the best way, everything considered, to tie a valued employee to a business is by giving him a share in the profits. This is the largest part of what he would get from a partnership anyway, except some authority which he might misuse. If I knew him and his capabilities well, I should make a long time contract with him *as an employee*, providing in it a regular salary and a percentage of the profits. To protect myself I should also include a provision that the contract was conditional on the continuance of satisfactory service on his part.

Giving an employee a share in the profits of course does not constitute him a partner, particularly when you have made a contract of employment with him which gives him the share in the profits as part of his compensation. Therefore he is as much subject to your orders as he was without the share in the profits, and he cannot bind you any more than any other employee can, unless you wish him to.

Contrast this with his ability to do you harm, if you make a partner of him. The essence of partnership is agency. Each partner is the agent of the others, and can do things which, though hurtful to the firm, will still bind it. When you make an employee your partner, you are to a certain extent at his mercy in the following respects:—

1. He can bind you, and the firm, and with it any other individual members, by any act within the ordinary scope of the partnership business.

2. He may receive payment for a firm debt and give receipts, and the other partners are bound even though he never turns in the money.

3. He may compromise or release a firm claim.

4. He may draw checks against the firm's assets and endorse and cash checks drawn in the firm's favor.

5. He may make contracts; even bad contracts, with reference to the firm's business, which bind the other partners.

6. He may cancel insurance on the firm's property.

7. He may buy goods on the firm's credit, even though he thereby runs the partnership into overwhelming debt.

8. He may engage employees and make contracts with them that bind the firm.

9. He may acknowledge a debt, and thus bind the firm, even though the other partner may wish to repudiate it.

10. He may make promissory notes, even though he abuses this trust for his personal benefit, and the firm is bound. He cannot waive exemption for the firm in a judgment note, however.

11. He may borrow money on the firm credit even to the point of mortgaging the partnership's personal property.

Even in another way the individual partner is liable for the acts of his fellow partner. He is liable for any loss to third persons caused by the fraud or wrongful act of his partner, if that act was in the ordinary course of business, even though he knew nothing about it and gave his partner no express authority to do it. This extends even to the misapplication of another's money by a partner; the firm must make it good if done in the course of ordinary business.

In none of the above instances can the power of a partner be restricted, except by agreeme tween the partners, which worth anything as agains siders must be brought t attention.

I have often thought th could have something lik above printed on a card, an it to every business man w thinking of taking a part would probably cut dow number of new partnersh half. And I certainly wo down the number of laws half, and the number of u business relations by half.

I should not close this also restating what I hav stated before, that every p individual fortune is resp for the firm debts, which that if you took this man partner, and he happened reckless and arbitrary, an bad contracts that bound t *he* might not personally su cause he might have no p estate. On the other han entire personal fortune m swept away.

I say again that not f thing at all, if it can be a do I advise placing yours position where you will b mercy of another man i vital respects.

(*Copyright, November, 191 Elton J. Buckley.*)

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NOTE.—Requests for inform this department should tersely in full all the facts bearing on and all questions should be framed to avoid misconstructio on one side of the sheet only. should be received at this o later than Tuesday of each wee sure an answer in the Monda following. The signature and of the writer must accompany quiries, and will be publish less there is a request not to do inquiries received will be a without charge. Address all c cations to Legal Editor "Mode chant and Grocery World."

Corn and Peas Will Cost M Pack Next Season.

At a recent Chicago mee the Fruit and Pea Sections National Canners' Associati increase in canning costs w overshadowing subject for eration. Canners who are i are thouroughly aroused to uation and are determine every canned foods packer country shall realize the co to be faced in 1917 befor mencing the sale of future

both little and big canners where realize that it will cost n 20 and 30 cents a dozen to pack canned foods next what the leaders are deter- upon. Secretary Drake sub- the following estimate of the packing corn in 1917:—

2 CANS, AVERAGE OVER ALL GRADES.

	Per Doz.
n ($9 per ton, 600 ns per ton)	.18
ct labor	.07
s and caps	.252
es	.054
els	.034
ar and salt	.015
er plant	.016
hinery repairs	.01
ding repairs	.005
reciation	.02
tory expenses	.06
eral expenses (fac- ry proportion)	.062
rest on investment	.01
count and swells	.025
kerage	.018
eral expenses (sell- g department pro- ortion)	.031
veling	.005
er dozen	$0.867

entire session of the Pea n was devoted to a discus- of costs and the method of g at same. A method sim- that followed by the Corn n was followed out in esti- g the probable cost of d peas from the 1917 pack, gures in detail being as fol-

2 CANS, AVERAGE OVER ALL GRADES.

	Peas.
s at 3c per lb.	.315
er rental	.015
ect labor	.015
ns	.252
xes	.054
els	.034
gar and salt	.025
wer plant expenses	.016
ctory superintendent,	.002
chinery repairs	.015
ilding repairs	.005
preciation	.015
ctory expenses	.050
ctory proportion of general expense ac- ounts	.030
erest	.010
scount	.025
okerage	.025
her selling expense	.005
lling proportion of general expense ac- counts	.031
Total cost to make and and sell, per doz.	$1.049

Over 2,623 Cases Brought Under Federal Food and Drug and Other Inspection Acts.

$116,430.58 Recovered in Fines and Penalties. 978 Cases Under Food and Drug Act Alone, and 237 Under Meat Inspection Act.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
November 10, 1916.

The following summary, showing the activities of the U. S. Department of Agriculture during the last fiscal year in enforcing the Food and Drugs Act and other regulatory statutes administered by the Department, is taken from the annual report of the solicitor of that Department.

In the enforcement of these various laws the courts were invoked in 2,623 violations, and a total of $116,430.58 was recovered in fines and damages. This is exclusive of condemnations and forfeitures in 553 cases under the Food and Drugs and Insecticide Acts.

Nine hundred and seventy-eight cases under the Food and Drugs Act were brought by the Department of Justice, in 401 of which criminal proceedings and in 577 of which seizures were recommended. The 401 criminal cases embraced 787 alleged violations of the Food and Drugs Act.

Two hundred and thirty-seven cases under the Meat Inspection Law were brought by the Attorney-General. One hundred and eighty-eight resulted in convictions.

Sentence of imprisonment, amounting to thirty days, was imposed in one case; in another, the defendant was committed to jail pending payment of his fine; while in four other cases, consolidated into one, sentence was suspended upon payment of costs by defendant.

Fines aggregating $3,250 were imposed in 133 cases. HOLT.

Paper Products Going Up Also.

Toilet paper and paper towel manufacturers have not advanced their prices to the same extent that other manufacturers of paper have found it necessary to do, but with old stocks of pulp and other raw materials being gradually depleted and new stocks costing 150 per cent. more than a year ago, it is inevitable that toilet paper and paper towels must advance in a like proportion.

Now is the time for you to push

Vogt's Scrapple

There's none better on the market, we doubt whether there is any so good, because we make ours of fresh pork, the highest grade corn meal and pure spices.

It's the cooking and seasoning that makes **Vogt's Scrapple** so appetizing and enjoyable.

Try it yourself, then we know you will recommend it to your customers.



F. G. VOGT & SONS
INCORPORATED
Thirtieth and Race Sts.
Philadelphia

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

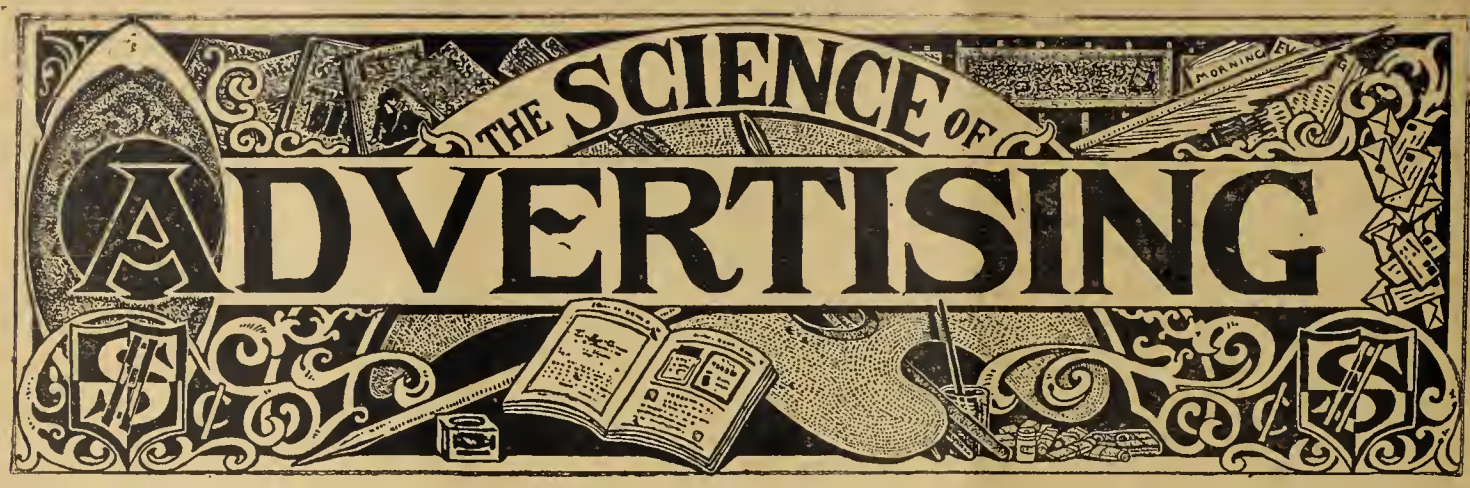
Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



McDonald, Pa., Oct. 30, 1916.
Editor Science of Advertising.

Dear Sir:—I do not want to monopolize your department, but the enclosed circular has proved the best puller yet. In fact we had the biggest Saturday business we have had in ten years and would like to have you comment on it. I have tried to follow the suggestions for improvement you made on the last one I sent you and will appreciate any suggestions or criticisms on this one. I wish to thank you for the interest taken in my adds and to assure you of my appreciation of your department. It certainly has been a big help to me.

Sincerely yours,
E. M. CHAMBON.

Mr. Chambon sends in a well printed little 4-page circular 6 x 9 inches. The paper used was exceptionally fine. In these days of high paper costs, it must have cost him a small fortune. It is even unnecessarily good in my judgment. For ordinary retail advertising, with no half tone cuts in it, it is not necessary to use such fine paper.

* * *

The circular sent in makes a feature of Apple Day, which was set to occur October 28th, although nothing is said about it except to offer fancy York Imperial apples at 43 cents a peck, value 60 cents a peck. The idea of Apple Day is of course to get more people to use apples, but it seems to me like a particularly useless thing to cut the price on a thing like apples.

* * *

Here is the third page of the Chambon circular, somewhat reduced in size, in next column.

* * *

Good live advertising. It looks and sounds as if it was written by somebody on the job who knows the goods that are being offered. I should confidently expect this advertising to get results. I'm not sure that a single issue of a circular like this would get orders, although I should expect it to get some. This kind of advertising finds its greatest strength in *continuous* appearance. It is not transient advertising in any sense and might be wholly ineffective as transient advertising.

* * *

It's a peculiar thing how advertising will create in your mind a picture of the store issuing it. That is one of its objects and in the long run, one of the most useful things it does. The picture of the Chambon store which I get from this circular is of a good-sized, well kept store, well lighted, and well arranged, with up-to-date service and equipment—a clean, busy, well kept store. If after sizing up this advertising I should go in the Chambon store and find it a dark, little, badly kept place, I should be very greatly surprised, and should conclude at once that somebody outside the store was preparing the advertising and was out of its atmos entirely. In that case the should of course be made its advertising. No mer should *ever* issue advertising ter that is better than his st *provided the object of his adver is to bring people to his stor* he is doing a mail order bus and nobody ever comes t place, of course it makes n ference.

—

NOTE.—This department is dev the criticism of advertising matt in, to the devising of new adv ideas for special occasions, upon r and to the suggesting of original tisements when data is supplied communications sent for this ment should be addressed to the of Science of Advertising. Th be taken up in strict rotation.

RED RABBIT:—A new recipe and a good one, a variation of the old style "Welsh Rabbit," and decidedly more appetising. Try it we know its good. Pour the contents of one can of Campbell's Tomato Soup into double boiler, when hot add one pound of cheese cut in dice, cook until cheese is thoroughly melted and mixed with soup. Add red pepper to taste, and one egg slightly beaten. Stir well a few minutes and serve hot on crackers or toast.

SWEET PICKELS:—Extra large, Jumbo Sweets, solid, excellent flavor. In fact the best Sweet Pickels you ever tasted, Worth 20c.
Per dozen.....15c

SOUR KROUT:—.Sure it's good, Lake Side brand, long silver threads, we know it will please you, if you like Krout, no odor from cooking, just heat and serve.
Large cans.....15c

PEANUT BUTTER IN BULK
Made from fresh roasted Virginia Peanuts, to which nothing is added except table salt, fresh and sanitary.
Per pound.....18c

OLIVE SALAD:—Edward's new goods, fine for sandwiches.
Tall jars.....15c

FANCY MESS MACKEREL
Heads and tails off large meaty fish. Better have one for breakfast.
Each 20c

Premier Lobster, per can.....30c
Fresh Crab Meat, per can.....25c
Fine for Salads

COCO-NUT BUTTERINE
Nut Margarine is as pure as snow. It is richer than cream. Made from the meat of Coconuts, crushed and refined into a cream white butter. It could not be finer, it is just pure Coco-nut butter. Peanut oil, imported from France and Holland is added. These two products are churned with cultured milk, when it leaves the churn it is worked and salted, the same as creamery butter, nothing else added, surely an appetising product. You can not tell it from the best butter. Try it and you will be agreeably surprised.
1 lb. prints 31c. 2 lb. prints 60c.
5 lb. prints $1.45



SPECIAL THIS WEEK
KRUMBLES
Everybody likes them
3 pkgs.....25c

BABY EDUCATORS
are food rings for teething infants. Far superior to the common ivory or rubber rings, as they are made from pulverized cereals, baked so hard that only a little can be taken at a time, as it becomes moistened by the child's saliva. Recommended by physicians.
Sanitary cans.....25c

"USE PREMIER SALAD DRESSING, A PERFECT MAYONNAISE"

Overland Announces New 1,20 Delivery Car.

An abundance of streng withstand the roughest roa surplus of power to insure de in all sorts of weather, at mi cost of operation, these ar leading features of the Ov 1,200-pound delivery car, a big, roomy entry among the ery cars manufactured by th lys-Overland Co. at Toledo, This new model is a com equipped motor vehicle retail $775 f. o. b. Toledo. The sp body, containing 120 cubic f constructed of pressed steel, hard-wood flooring; two-inch flooring strips add to the e loading and unloading; the solid, with stake supports, ar car is equipped with storm cu which give ample protection driver and merchandise. It capacity of 1,200 pounds an passengers. This model is equ with one of the best electric ing and lighting systems o market. This avoids much endless waste of fuel which when the driver of the car w electric starter leaves his running while making deli from the car to the house. tically all drivers will do this than hand-crank the motor each stop; although the exper one instance of this kind mig trivial, repetition of it at eac livery compels serious atte The starter alone means a s of much fuel. The lighting s also eliminates a waste of time the driver of the new 1,200-p delivery needs to do is to pr button to light his lamps.

The new product has a length of 77¾ inches and a width of 44 inches, or 54½ i at the top of the floor boards. height of the side panels is inches, with a 13-inch tail gate, ported by chains. The body ures 56 inches from the floor t top.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

A Word to Retail Grocers' Associations

Retail Grocers' Associations everywhere would do well to take up the specialty stamp idea and educate their members to *always* favor specialty orders which bear one or the other of the above stamps.

Not in the interest of any particular manufacturers—most of the leading specialty manufacturers of the country now use the stamp. This is not a campaign in anybody's personal interest; it is a campaign in the interest of a principle.

The principle of efficiency, of having orders for merchandise taken honestly, forwarded honestly and precisely as taken, and filled without interference and delay.

That last paragraph really tells the whole story of the specialty stamp. Retail Grocers' Associations which believe in the above platform, give the cause a friendly hand.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia. Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off retail list.

W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.

"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS,
415 Curtin St., South Williamsport, Pa.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed Puddine, 10-cent packages, at 6 cents per package.

60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent cakes, at 3 cents per cake.

25 cakes Enoch Morgan's Sapolio, 5-cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5-cent cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster, Pa.

Offer No. 148.

Have on hand an Enterprise Counter Coffee Mill, two 19-inch drive wheels; have no use for it, am using electric mill. Also some Wm. Wrigley's Scouring Soap. Make offer.

SNADER & CO.,
Adamstown, Pa.

Offer No. 149.

10 cases Cruiser Brand No. 3 California White Cherries, at $3.

15 cases No. 2 California Apricots, Sweet Briar Brand, 75 cents doz.

15 cases Nesnah, assorted, 45 cents doz.

WITMAN BROS.,
Harrisburg, Pa.

Offer No. 150.

One Acme style delivery push cart, in perfect order, cost $30, used two and a half years, sell for $12. Made by Fischer & Co., wagon builders, Twelfth street and Columbia avenue, Philadelphia. Can be seen at 1901 Orthodox street, Frankford.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

MISCELLANEOUS

FOR SALE.—Two hundred bushels Lancaster County potatoes for sale, No. 1, nice and clean. Highest bidder gets them. F. o. b. Rheems; sacks included. Bids close November 18th, 8 P. M. Always reliable. Address John B. Lehman, Bell phone 14 R 3, Middletown, Pa. 20

FOR SALE OR RENT

STORES.

FOR SALE OR FOR RENT.—Large store and cellar, 20 x 40, on a main street; good location for a cut price grocer. At present doing about $800 a week, but could easily be increased, as present owner cannot devote entire time to it. Address S. T., care Grocery World Publication Co., 927 Arch St., Philadelphia. 23

John R. McFetridge & Sons
Printers
927 Arch Street
Philadelphia

An Electric Laundr
Electric Washing Machin
and Electric Irons immeasu
ably lighten the labor
"washday." Washing M
chines will do the enti
laundry work of a family
six in less than two hours,
a cost of less than five cen
with no more labor than
required to load and unlo
the machine and feed t
wringer. Ask us regardi
a free trial.
THE PHILADELPH
ELECTRIC COMPAN
TENTH AND CHESTNUT STS



Window Displays Made F
¶ We are building up a big dem
for Chase-O by hundreds of post
walls, bulletins, throughout this te
tory. A window display in your st
(we will make it for you) will conn
your store with our advertising.
you write us?
¶ Chase-O washes clothes alm
alone. It is wonderful. Your jobb
CHASE-O MFG. C
Hancock and Columbia Ave., Philadelphia,

This Space Reserved

for

C. Wilkinson's Sons

Woe betide the retailer who has to sell everything himself—who handles no nationally advertised products which have practically been sold by the manufacturer.

His days are surely days of all work and no play. We declare without qualification that no grocer who has to sell everything himself to-day can make a living. He can't possibly turn enough goods in the time at his disposal.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, NOVEMBER 13, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresb Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaronl	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Paper
Cheese
Eggs
Flour
Fresh Fish
Lard and Compound

DECLINES.

Provisions

—1—

SUGAR.

	Barrels.
Cut Loaf	8.80
Eagle Tablets	9.65
Crystal Dominoes, 24 5-lb. pkgs	10.65
" 60 2-lb. pkgs	10.65
Patent Cubes	8.15
Confectioners' Lozenge	7.80
Powdered	7.75
Fruit Powdered	7.65
Dessert and Table, 2-lb. cartons, 48 lbs.	7.95
Granulated, fine or standard, McCahan	7.70
" " Franklin	7.70
" extra fine, bbls	7.65
" " 2-lb. bags	8.05
" " 5-lb. bags	8.05
" " 10-lb. bags	7.95
" " 25-lb. bags	7.95
" " 100-lb. bags	7.65
" coarse	7.80
Confectioners' Crystal A	7.65
A Confectioners'	7.55
A No. 1	7.50
A No. 2	7.45
Franklin B	7.30
Extra C	7.05
C	6.90

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.32
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests		.20
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.37
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, In 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lh. tins, per tin			2.70

—2—

Llpton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz, per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Sbine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polisb	85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.35
Boyer's Triumph	.45
" Oil Polish	78
Easy Bright, ladies	77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocba Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17¼
Santos, extra fancy	17¼
Rio, Golden, extra fancy	.15½
Rio, prime	.13½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins...per box	.....
Tomson-Hummels, tin, ½ gross.....per gross	2.60
" imp., ½ gross... "	2.15
Floto's, improved, ½ gross..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2. 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs.... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 76 oz.; 1 doz	0.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, hakers' use, 30–60 lbs	3
" 5 and 10-lb rolls, 60 and 100-lb. boxes	
Print Butter—	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box, per box	

JARS AND JAR RUBBERS

Mason's—	P
Half gallons	
Quarts	
Pints	
"Good Luck" Rings—	P
Case lots of 12 gross	
Less case lots	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	

25-lb. lots 1 cent per lb. less.

Jar Tops—	P
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz, per doz.	

CATSUP.

Snider's—	P
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato. ½ pint, 2 doz	
Tabasco, ½ pint, 2 doz	

KETCHUP.

Curtice's "Blue Label," Tomato—	P
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

d Beans—
ter's 1.00
& M., No. 2 ..... 1.20
npbell's, 16 oz., tomato sauce or Boston
tyle ..... per case .....
der's, No. 2 ..... 1.40
n Camp's, No. 2 ..... 1.40
ikshank's, No. 2 ..... 1.35
inz's, No 2 ..... 1.40
g's Head, No. 3 ..... 1.45
cory, No. 1 ....
itoes—
ndard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .80
" " No. 3 ..... 1.10
Beans—
ndard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
icy, small, No. 2 ..... 1.65
g Beans—
ndard, New York, No. 2 ..... 1.10
tra fancy, New York, No. 2 ..... 2.00
icy, New York, No. 2 ..... 1.50
ndard, Maryland, No. 2 ..... .60
Kidney Beans—
ndard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... 1.00
—
ndard, New York, No. 2 ..... .90
icy, New York, No. 2 ..... 1.00
ndard, Maryland, No. 2 ..... .85
" Maine, No. 2 ..... 1.25
icy, Maine, No. 2 ..... 1.25
e Peg, No. 2 ..... .85
ioje grain, No. 2 ....
—
ndard, New York, No. 2 ..... 1.15
ed, New York, No. 2 ..... 1.50
tra sifted, New York, No. 2 ..... 2.00
ndard, Southern, No. 2 ..... .85
ed, Southern, No. 2 ..... 1.00
tra sifted, Southern, No. 2 ..... 1.40
ndard, Indiana, No. 2 ..... .85
ed, Indiana, No. 2 ..... 1.00
tra sifted, Indiana, No. 2 ..... 1.40
ndard, Wisconsin, No. 2 ..... 1.10
ed, Wisconsin, No. 2 ..... 1.40
tra sifted, Wisconsin, No. 2 ..... 2.00
—
ndard, New York, No. 2 ....
" " No. 3 ..... 1.25
" New Jersey, No. 2 ....
" " No. 3 ..... 1.10
otash—
ndard, New York, No. 2 ..... 1.00
icy, New York, No. 2 ..... 1.25
ndard, Maryland, No. 2 ..... .95
icy, Michigan, No. 2 ..... 1.20
ragus—
all, No. 2½ 2.00
dium, No. 2½ 2.20
rge, No. 2½ 2.50
s, No. 1 ..... 2.25
kins—
ndard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
ch—
ndard, Maryland, No. 3 ..... 1.05
Krout—
ndard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .70

California Canned Fruit.

cots—
tra, No. 3 ..... 2.75
" No. 2½ 2.25
tra Standard, No. 2½ 1.90
ndard, No. 2½ 1.75
ett Pears—
tra, No. 3 ....
" No. 2½ 2.50
tra Standard, No. 2½ 2.30
ndard, No. 2½ 2.15
e Cherries—
tra, No. 3 ....
" No. 2½ 2.90
tra Standard, No. 2½ 2.75
ndard, No. 2½ 2.40
hes, Lemon Cling, Sliced—
tra, No. 3 ..... 2.95
" No. 2½ 2.00
tra Standard, No. 2½ 1.75
ndard, No. 2½ 1.50
hes, Lemon Cling—
tra, No. 3 ..... 2.95
" No. 2½ 2.00
tra Standard, No. 2½ 1.75
ndard, No. 2½ 1.50
hes, Yellow Crawford—
tra, No. 3 ..... 2.80
" No. 2½ 2.00
tra Standard, No. 2½ 1.70
ndard, No. 2½ 1.40

Eastern Canned Fruits.

es—
w York State, No. 3 ..... .90
" " No. 10 ..... 2.75
berries—
syrup, No. 2 ..... 1.35
water, No. 2 ....
ries—
uite Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
hes—
ble, No. 3 ..... 1.35
onds, No. 3 ..... 1.15
, No. 3 ..... .85
—
rtlett, Extra Standard, No. 2½ 2.00
fer, syrup, No. 3 ..... 1.25
" water, No. 3 ..... .90
s—
avy syrup, No. 2½ 1.25
ht syrup, No. 2½ 1.00
erries—
ine, in water, No. 2 ..... 1.40
berries—
tra preserved, No. 2 ..... 1.80
eserved, No. 2 ..... 1.60
water, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.15
" Standard, No. 2½ 1.90
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	26.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, ollve oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," ollve oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ⅛s	2.90
No. 2, ⅛s, 100	2.50
⅛s, key, 100	2.75
Irma, ⅛s, 100	4.00
Pickert's, Rival brand, carton, ⅛s, 100	3.90
" " " ⅛s, 100	6.00
Mariner brand, carton, ⅛s, 100	3.90
Mustard—	
Irma, ⅛s, 200	4.00
⅛s, 100	2.25
⅛s, 48	3 60
Continental, ⅛s, key, 48	3.15
Irma, fancy, ⅛s, 50	3.80
Gold Label, ⅛s, 50	4.50
" ⅛s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hasb, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—
Compressed, No. 1, key, 2 doz 2.40
" No. 2, key, 1 doz 4.45

Chipped Beef.

Armour's—
Shield, No. ½, 2 doz 1.50
" No. 1, 2 doz 2.50
Veribest, tins, small, 2 doz 1.65
" " large, 1 doz 2.65
Libby's—
Peerless, small, 4 doz ..... .95
" medium, 2 doz 1.40
No. ½, glass, 2 doz 1.85

Sausage.

Armour's—
Vienna style, No. ½, 2 doz ..... .92½
" No. 1, 2 doz 1.85
" No. 2, 1 doz 3.70

Sliced Beef.

Armour's—
Glass, small 1.65
" large 2.65
Swift's—
Premium, No. 1, glass 3.50

Loaf Goods.

Armour's—
Beef, No. ¼ 1.40
Chicken, No. ¼ 2.25
Ham, No. ¼ 1.40
Veal, No. ¼ 1.40

Roast Beef.

Armour's—
No. 1, 2 doz 2.40
No. 2, 2 doz 4.50
Libby's—
No. 1, 2 doz 2.40
No. 2, 1 doz 4.32½
Kingan's—
No. 1, 2 doz 2.50
No. 2, 1 doz 4.85

Lunch Tongue.

Armour's—
Whole, No. ½, 2 doz 2.05
" No. 1, 2 doz 3.60
Libby's, No. 1, 2 doz 2.70

Whole Ox Tongue.

Armour's—
Whole, No. 1, 1 doz 5.75
" No. 1½, 1 doz 8.45
" No. 2, 1 doz 9.20
" No. 2½, 1 doz 12.20
" No. 3, 1 doz 15.85
Libby's, No. 2½, 1 doz 11.90

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. ¼ packed 4 doz No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—
Chicken, No. ¼, 2 doz 1.65
Libby's—
No. ¼, 2 doz 1.62½
R. & R., No. ½, 4 doz 1.75

Boned Meats.

Armour's—
Chicken, No. ¼, 4 doz 2.15
" No. ½, 2 doz 3.45
" No. 1, 1 or 2 doz 6.30
Turkey, No. ½, 2 doz ....
" No. 1, 1 or 2 doz ....
Curtice Brothers' Blue Label, In tins—
Chicken, No. ½ ....
" No. 1 ....
Turkey, No. ½ ....
" No. 1 ....
Whole Rolled Ox Tongue, No. 2 ..... 16.00
Boneless Whole Ham, No. 1½ 11.50
" " No. 2½ 16.00
All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS
Order by number

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.21
American Milk, 5c. pkgs., 24 to box	.85
" 10c, pkgs., 12 to box	.85
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ⅛s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hersbey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins. 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ¼-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ⅛s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ⅛s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ⅛s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.6

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—

	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—

	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—

	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—

	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—

	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—

Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	5.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	5.25
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.85½	¼ lb	.71
½ "	1.02½	½ "	.85½
1 "	1.37	1 "	1.14
2 "	1.82½	2 "	1.52
3 "	2.16½	3 "	1.80½
4 "	2.68	4 "	2.23
5 "	3.08	5 "	2.56½
6 "	3.76	6 "	3.13½
7 "	4.10½	7 "	3.42
8 "	4.39	8 "	3.65½
10 "	4.96	10 "	4.13
11 "	5.64½	11 "	4.70
12 "	5.81½	12 "	4.84½
14 "	7.35½	14 "	6.12½
16 "	7.86½	16 "	6.55½
20 "	8.83½	20 "	7.36
25 "	9.74½	25 "	8.12
30 "	10.43	30 "	8.69
35 "	12.08½	35 "	10.07

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	
20x30, "	
24x36, "	1.80

Butter Parchment—

	Per pkg.
9x12, 1,000 sheets	1.25

Toilet—

	Per case
Extra quality, 100 rolls	
Good quality, 200 rolls	3.50

Butter, Wax—

	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.93	.78
½ "	10M	1 12	.93
1 "	8M	1.50	1 25
2 "	6M	2.00	1.67
3 "	5M	2.37	1.98
4 "	4M	2.94	2.45
5 "	3M	3.38	2.81
6 "	3M	4.13	3 44
8 "	2M	4.82	4.01
10 "	2M	5.46	4.54
12 "	2M	6.39	5.32
14 "	1M	8.08	6.73
16 "	1M	8.64	7.20
20 "	1M	9.71	8.09
25 "	1M	10.74	8.93

Flour Sacks, satchel bottom—

Majestic Extra Heavy	Plain per 100
12½ lbs., 1/16 bbl	.62
24½ lbs., ⅛ bbl	1.28
49 lbs., ¼ bbl	1.98

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No. 2, Manilla, light weight—	Per lb.
12 in. rolls	.06⅛
15 "	.06⅛
18 "	.06⅛
20 "	.06⅛
24 "	.06⅛
Silk Fibre, No. 1—	
9 in. rolls	.07¼
12 "	.07¼
15 "	.07¼
18 "	.07¼
20 "	.07¼
24 "	.07¼
30 "	.07¼

CONDENSED MILK.

	Per case
Eagle, 4 doz	7.35
" 2 doz	3.70
Challenge, 4 doz	5.40
Magnolia, 4 doz	6.05
Dime, 4 doz	4.55
Baby, 1 doz., glass	2.25
Peninsular, 4 doz.	5.50
Star, 4 doz	6.05

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.50
" " small, 6 doz	3.40
" " family size	4.05
Silver Cow, small, 6 doz	3.40
St. Charles, small, 6 doz	3.40
" tall	4.50
" confectioners' size	4.25
Pearl, tall	4.50
" small, 6 doz	3.40

HIRES CONDENSED MILK



	Per case
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.12
Graham Wafers	.13
Grandma Cookies	.12
Honey Jumbles, XX	.14
Iced Honey Jumbles	.15
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.14
Spiced Wafers	.12
Sugar Cookies	.12
Water Crackers	.09
	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18
Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freigbt allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.11	.11½
Oyster Crackers	.11	.11½
Wine Scroll	.13	.13½
Cracker Dust	.11	.11

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

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Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls.	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sifting top, 2 doz.	"	.46
" with horseradish, 2 doz.	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf,	less	
Sap Sago, 3 to lb	cask, per lb.	
" " less than cask,	"	
Roquefort	12 in case,	
" less than case,	"	
Parmesan, about 30 lbs	loaf,	
" less than loaf,	"	
Edam, 12 in case	case	
"	single	
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium,	"	
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	
" No. 1	less than loaf	
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.19
" No. 1	less than ½ box	.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.co
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95

Hand, 8 doz		
" 4 doz		
" Thuringer, 4 doz		.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolfi's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weigbt,	per lb.	
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.35
Milkers, Y. M	"	1.50
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" ½ bbls		12.75
Milkers, " bbls		
" " ½ bbls		

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Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb.
Matjes Herring	piece

Bismarck Herring.

Round tins, with key, pint	per doz.
" " quart	per tin
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins,	doz.

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz.
Original package	per ½ bbl.
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz.
" ½-lb. tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg
" pint jars	per doz.
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per doz.
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl.
15-gal. kegs, about 500	per 100
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long C

60-gal. casks	per cask
48-gal. bbls	per bbl.
10-gal. kegs	per keg.
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vineg

Mixed Pickles and Chow-Chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs	per bag
Green Kern	per lb.
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz.
" Club, 2 doz	"
Red Edam	each
Philo Cream, 1 doz. 10c. size	per doz.
Elkhorn Pimento, 1 doz	"

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

ond Staple Paste, 5-lb. cans.....per lb.	.33
ovies, in oil, 6 ring bottle.....per doz.	6.50
" " 3 ring bottle..... "	3.25
rs, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ⅓ size..... "	2.00
" " ¼ size..... "	1.20
on Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
ries in Maraschino, glass, 1 doz.. "	7.00
Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
le Powder, pints..... "	3.75
" 4 oz..... "	2 40
" 2 oz..... "	1.50
ch Peas, extra fine .....per case	21.00
ann's Irish Oatmeal—	
). cans.....per doz.	3.75
). cans.....per tin	.75
lb. cans..... "	1.75
ley & Palmer's Biscuit, packed 7 and 5	
bs. in a can—	Per lb.
tit Beurre.....	.33
nner.....	.42
eakfast.....	.42
Pepper, ring, pints .....per doz.	1.25
" " ½ pints..... "	.60
stone jars, 4 doz.....	1.75
dore Marquett Mushrooms—	Per case
st choice.....	42.00
oice, 100 tins.....	39.00
tel, 100 tins.....	36.00
les—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
nps, pickled, small size.....	.90
" Dunbar's, 2 doz.....per doz.	2.75
in Cordial, Bishop's, 1 doz..... "	6.50
talized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
e Juice, Rose's..... "	5.00
or Rose Water..... "	2.25
Peach Water..... "	2.25
d Olives..... "	5.25
Franco-American Food Co.—	Per doz.
oths for invalids, all kinds, ½ pints, 4 doz.	1.40

UILLON CUBES AND LIQUIDS.

o Bouillon Cubes—	
r tin, 100 cubes.....	1.70
" 50 cubes.....	.90
r doz. tins, 12 cubes each	2.75
ko Clam Bouillon—	
oz. bottles, 1 doz.....	3.75
ko Tomato Bouillon—	Per doz.
nt bottles.....	6.00
art bottles	9.00
llon jugs.....each	2.75
g's Oxo Cubes—	Per doz.
4s, 10c. size.....	.85
10s, 25c. size.....	2.00
ns, 100 cubes.. .....per 100	1.65
our's Beef, Clam and Chicken Cubes—	
all boxes, 12 cubes, 1 doz.....	2.50
edium boxes, 50 cubes .....per tin	.90
rge boxes, 100 cubes..... "	1.70
our's Concentrated Bouillon—	
rs, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
our's Tomato Bouillon—	
ttles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
ncy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

our's Solid Extract of Beef—	Per doz.
rs, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
our's Fluid Beef Extract—	
ttles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
sota	10.50
Midas	11.30
Medal	10.50
bourne	10.85
Top	11.15
bury's Best.....	10.50
per Idem	9.35
le of the West.....	9.35
beam	9.25
ker.....	10.20
e Seal.....	9.50
ny White	10.85
cker's Best.....	10.20
uth Imperial.....	10.25

Prepared Flours.

	Per case
cilla Prepared Doughnut, Cake, Ginger-bread and Tea Biscuit Flour—	
doz. 14-oz.....	1.44
doz. 28-oz.....	2.40

Either straight or assorted cases

Self-Raising Flour.

ker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
le Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s.....	2.60
sto, 18 pkgs	1.65
t Jemima Buckwheat, 36s.....	3.25
" Pancake, 18s.....	1.45
o Buckwheat Mixture, 30 10c. cartons.....	2.25
o Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.07⅝
New York State Marrows, new, bags about 2½ bushel	7.80
Pea, fancy, new, bags about 2½ bushel.....	.....
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic. 1 bushel bags.....	4.25
Lentils—	Per lb.
00000, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.60
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.62½
" " table, 100 lbs.....	2.60
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.....per bag	2.65
Grits, 100-lb. bags..... "	2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	4.20
No. 3, 100-lb. bags.....	4.20
Oatmeal—	
B, bbls.....per bbl.	6.82
B, 100 lbs.....per keg	3.55
Rolled Oats—	
Avena, 180 lbs.....per bbl.	6.45
" 90 lbs .....per keg	3.35
" 90 lbs.....per sack	3.13
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs .....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 10c. size, 36 pkgs .....per case	2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz, large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs.....	1.30
Drinket, 12 cans to case	2.20
Cream of Barley, 36 pkgs.	4.35
" 18 pkgs.	2.20
A. B. C. Pearl Barley, 18 pkgs.....	1.35
A. B. C. Barley Pancake Flour, 18 pkgs	1.35
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.75
" " no china. 20s.....	3.95
" tins, 36s	4.00
Quaker Oatmeal, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.75
" " no china, 20s.....	3.95
" " aluminum asst., 20s	4.80
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.85
" yellow family, 10s	1.85
Quaker F. S. Hominy, pearl or gran., 24s	1.85
" " 10s	1.85
Mother's Hominy, pearl or gran., 24s.....	1.85
" Cornmeal, No. 2, white, round, 24s.....	1.85
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.90
Pettijohn's Breakfast Food, 18s.....	2.13
Quaker F. S. Farina, 24s.....	1.85
Saxon Wheat Food, 24s	2.95
Mother's Wheat Hearts, 18s.....	2.15
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.95
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30

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Sundries—	
Pettijohn's Bran Flour, 12s.....	4.00
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.90
Schumacker XXX Graham, 10 10s-20 5s..	4.35
Scotch Brand Pearl Barley, 24s.....	1.90
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz., 4 pts.....	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz., 4 pts	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb
Freihofer's—	
Elbow Macaroni, 36 1s.....	.11
Straight Macaroni, 36 1s.....	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s.....	.11
Elbow Spaghetti, 36 1s.....	.11
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14.10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	28.00	14.60	7.50	1.65
Fat Irish, No. 3	350-400	27.00	14 10	7.25	1.60
Sum. Irish, No. 4	400-450	.....	.....	.....	.....
Sum. Irish, No. 5	460-500	.....	.....	.....	.....
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Shore, round, large.....	8.00	4.60	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink....	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.19
Bass Native	-....
Salmon, fresh.....	-.17
Eastern Cod	-.13
Croakers	-.09
Large Hake	.05 - 07
Haddock	-.08
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.10
Eels	-.12
Rock Fish.....	-.15
Lobsters.....	-.43
Flounders	-.08
Lnrge White Perch	-.15
Sea Bass	.08 -.16
Blue Fish.....	.18 -.20
Porgies.....	-.08
Fresh Mackerel.....	-.30
King Fish	- 09
Weak Fish	.07 -.14
Butter Fish.....	-.00
Tile	-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.	1.00
" " No. 2..... "	1.45
Clams .....per M	7.50 - 9.50
Necks ..... "	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¼
Apricots—	
Crown, 25 lbs	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	16½
Victor, fancy, 36 1s	.15¾
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.14
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.....
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¾
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	.....
California Seedless—	Per lb.
Thompson, 50 lbs	.12½
Sultana, fancy, 50 lbs	.11¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09½
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per doz.	7.00
Square, Oriental Red, 1 oz., 1 doz., per gross	3.75
" Green, Blue or Violet, 1 oz., per gross	3.75
" Magic Black, 1¼ oz., 1 doz., per gross	3.75
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.75
Letterine, show card ink, 2 oz., all colors, per doz.	.75

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.80	.90
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per lb
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross	5.70

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	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.....
35 and 18-lb. tubs	.....

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ¼-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.95
48 5½-oz. bottles	.95
Pint cans, 24 to case	2.20
Quart cans, 12 to case	4.05
Half-gallon, 12 to case	7.45
Gallon cans, 6 to case	14.80
5-gallon cans, 2 to case	12.25
Wesson Oil—	Per case
Small, 24 to case	5.40
Medium, 12 to case	5.40
Large, 6 to case	5.40
5 Gallons, 2 to case	12.25
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

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DATENUT BUTTER.

	Pe
Large, 1 doz	
Medium, 2 doz	
Small, 2 doz	

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	Per
Jumbo	
Fancy, hand picked	
Big Nickel.....100 cartons	

PICKLES.

Cruiksbank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 210os	1
10-gal. keg, 130os	1
5-gal. pail, 65os	
16-gal. keg, 360os	2
10-gal. keg, 220os	1
5-gal. pail, 110os	
16-gal. keg, 500os	2
10-gal. keg, 300os	1
5-gal. pail, 150os	
16-gal. keg, 750os	2
10-gal. keg, 450os	1
5-gal. pail, 225os	
Sweet Mixed—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 180os	1
32-gal. bbl., 120os	1
16-gal. keg, 60os	
45-gal. bbl., 240os	2
32-gal. bbl., 160os	1
16-gal. keg, 80os	
5-gal. pail, 25os	
45-gal. bbl., 360os	2
32-gal. bbl., 240os	1
16-gal. keg, 120os	
5-gal. pail, 35os	
Chow-Chow—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	1
10-gal. keg	
5-gal. pail	

VINEGAR.

	Pe
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distilled, white.....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt.....per bbl.	27
" family "	31
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs.....per lb.	
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Shoulde Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1
Quaker City Brand Sliced Bacon	
" " Sliced Beef	

SCRAPPLE.

	Pe
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3
3 doz. 12-oz. cans	2

LARD AND COMPOUNDS.

	Per
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

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ire Lard—
50 lbs. net weight.....per lb. .18¼
, net..... " .18
10 tins.....6 in crate 12.60
5 tins.....12 in crate 12.67
1 tins.....20 in crate 12.75
und— Per lb.
es and tubs, about 340 lbs ..... .15
. tubs ..... .15⅛
. tin pails, 60 lbs..... .15¼
" 60 lbs..... .15⅜
" 60 lbs..... .15½

DRESSED MEATS.

	Per lb.	
ressed Stock—		
s	.11	-.15
ers	.10	-.13½
s	.09	-.12½
Calves	.12	-.14
a Calves	....	-.15
berns and Barnyards	.11	-.13
itry Dressed	.12	-.13
as	....	-.14
p	.14	-.15
a Wethers	....	-.16
bs	.16	-.17
a Lambs	....	-.18
s	....	-.14½

BUTCHERS' SUNDRIES.

Steer Tongues.....each	....	-.80
ongues	....	-.60
eads, scalded	.50	-.75
reads, veal.....per pair	.75	-.80
" beef .....per lb.	.25	-.30
ivers..... "	.25	-.30
idneys.....per doz.	1.25	
ivers	.10	
.....per doz.	1.20	
, beef.....per lb.	.05	
beef	16.00	
loin, beef, western	.22	
Pork, loins, clty	.17	
" western	.17	

DRESSED POULTRY.

	Per lb.	
ys—		
ng hens and toms	.32	-.34
toms	.30	-.32
mon to good	.20	-.25
s—		
delphia, fresh killed, 2 to 4 lbs. r pair	.32	-.34
-by, fresh killed, 2 to 4 lbs. per ir	.32	-.34
en, 3 to 4 lbs. per pair	.32	-.34
ng Chicks—		
5 lbs. each	.26	-.28
3½ lbs. each	.22	-.25
—		
n killed, 4 to 5 lbs. each	.24	-.25
" 3 to 3½ lbs. each	.22	-.23
cks	....	-.19
sland Ducks, fresh killed	.26	-.27
—	Per doz.	
e, fancy, large	5.75	-6.50
d	3.00	-4.00
l and dark	2.00	-3.00

LIVE POULTRY.

	Per lb.	
Chicks—		
o 2 lbs. eacb	.21	-.23
e	.21	-.23
	.21	-.22
cks	....	-.14
—		
ng	.17	-.18
	.14	-.15
ys	.26	-.28

RESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
er's, pure, assorted and grape	.95
" " currant	1.35
mmel's, 8-oz. tumblers	.95
onal, 16 oz., 2 doz	1.10
" No. 3 F. T. tin, 2 lb. 6 oz. net	2.35
ves—	Per lb.
er's, pure, 11½-oz. bottles	1.85
mmel's pure, 12-oz. jars, 2 doz...per doz.	1.75
onal, 30-lb. pails	.10¾
bwark, 30-lb. pails	.07¾
mmel's, pure, 10-oz. jars, 2 doz	1.50
hwark, assorted, jars, 2 doz	1.10
e Marmalade—	
ley's imported, 4 doz	2.10
mmel's, pure, 2 doz	1.75
Butters—	Per doz.
le, Southwark, 30 lbs.....per lb.	.04¾
Ritter's, 11-oz. octagon	.95
Schimmel's, 30-lb. pails.....per lb.	.07½
" 3-lb. slip cover tins. 1 doz .....per doz.	3.25
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" 40-oz. stone crock, glass top, ½ doz...per doz	3.50
Mother Cook's, No. 14, 2 doz....doz.	.85
ch, 30-lb. pails.....per lb.	.....

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DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	....	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.75	.85	1.95
Godfrey's Cordial	.75	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.13
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.85
" flakes, 250-lb. bbls	"	.12
" " less quantity	"	.13
" Tar Balls, 250-lb. bbls	"	.12
" " less quantity	"	.13
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.33
" granulated, about 100-lb. kegs	"	.33
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quinine	1.75
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons.....each	5.00
" gallons.....each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2¼-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.15
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.65
Packing, 70-lb. cotton bags		.50
" 140-lb. cotton bags		.95
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Monogram Brand, 24 2½-lb. pkgs	per case	1.10

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer....2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.20
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun.....per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 6 doz	3 00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.85
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 12s	per doz.	.45
Queen Anne Scourer, Lautz, 30 cans		1.80
" " " 60 cans		3.60
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.75
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s.....per gross	9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.25
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.15
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.50
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.50
" Eavenson's	84	60	3 60
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.60
P. & G. Naphtha	100	...	4.25
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.40
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" " 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15

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Snow Maid Scourer, 60 cans	2.40
" " 100 cans	3.75
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.90
Miller's Powerine, 100	60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.25
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.19
" less quantity	.20
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs., per case	3.60
Argo, 24 5c. pkgs., per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¾
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.50
" 20 1-lb. pkgs	5.70
Hoosier, 40 1-lb. pkgs	5.70
" 20 1-lb. pkgs	5.75
P. Bros. Pulverized, bbls.	4.50
Hoosier Pulverized "	4.35

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs., per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.05½
Best Gloss, bulk, 50 lbs	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4 50
" 50 lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs., per lb.	.06⅞
Weikel's, 24 pkgs., per doz.	.90
Bird Gravel—	
Red, 36 pkgs., per doz.	.95
Silver, 36 pkgs., "	.95
Bath Brick, 36 bricks, per box	1.30
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz., "	.10
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.27
Cones, 2½ lbs	.27

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	2.05
No. 2½, 2 doz	2.76
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.30
" " 2s	2.25
" " cups	1.40
Turkey, No. 2, 2 doz	1.05

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MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WAR

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb., per 100	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs., per box	
Yeast Foam, 1½ doz. "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, November 20, 1916. No. 21

If there is a consumer that you could sell goods to and ought to sell goods to, but are now selling no goods to, never cease your efforts, direct or indirect, to sell him in one way or another.

The First Technical School for Grocers in the United States Opens in New York. It is Patterned After the English Institute of Certificated Grocers.

A Seasoned Retailer Tells How the Individual Grocers' Personality Gives Him a Weapon Against Chain Stores.

The Real Truth About a Mail Order Tea Bargain. Some of the Offerings Were Not Fit for Ordinary Consumers at All.

Make Your Customers Happy

by telling them how to be independent of cooks and servants by serving

Shredded Wheat

with milk or cream, or other fruits—a whole wheat food ready-cooked and ready-to-serve. So easy to prepare a delicious meal in a jiffy with Shredded Wheat and milk to work on, to play on—for youngsters and grown-ups. You sell the biscuit and the fruit.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co., Niagara Falls, N. Y.



Forbes Indexed Coupon Books

Christmas comes but once a year but a live store needs our books every minute.

SAMPLES FREE

J. P. FORBES, Forbes Building, Coshocton, Ohio

Say to Your Customers

USE

HIRES

GOLD



MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

BABBITT'S CLEANSER



The Big Seller

The large, new can of Babbitt's Cleanser that sells for 5 cents enables your customers to cut the cost of cleaning in half because it's as big and as good as others which cost 10 cents. It sells twice as easy and twice as fast as any 10-cent cleanser. Extensive advertising is featuring the new package, the low price, and the fact that the Trade Marks are good for beautiful and useful presents. Take advantage of the demand we are creating and see that the showy can is prominently displayed on your shelves. You'll never have a complaint from a customer who uses it.

B. T. BABBITT, Inc.

NEW YORK CITY



Don't Sell Unprofitable Wheat Cereals

Every grocer must sell at least one wheat cereal. Some wheat cereals actually cost him money to sell, instead of paying a profit.

Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

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Written for the "Modern Merchant and Grocery World."

Here is an Infallible Way of Meeting Chain Store and Mail Order Competition

The Individual Retailer Has a Mightier Asset Than Anybody Else in His Personality. How to Cultivate It and What It Will Do When Cultivated.

The mightiest thing in business is the merchant's personality behind the counter. In the retail store it has been noted that the most perfect economy plan falls so far below the owner's presence that there really is no fitting comparison. Where a chain of twenty or more stores are under one ownership and control, the personality at the head of it must necessarily travel down through the force, not having the rhythm of the producers machinery, but through the fallibility of humanity, the greatest kind of leakage must ensue in any system, and this is is especially true in the adjusting of disputes that arise with the trade.

If a merchant's personality is to be used for profit in his own business, the scales must fall from his eyes; he must be able to realize and to recognize his own defects and his competitors' strong points so that he can match brains with them.

The personality—the individuality, if we remember that individuality denotes also worthy characteristics as well as different characteristics, is a selling force comparable only to that of a "good name of man or woman" which is the "immediate jewel of their soul." It is not exactly prestige; it is not a mere reputation for modishness; not simply a synonym for square dealing, or efficient merchandising, or low pricing. It is all of these, or any of these so impressed upon a woman's mind that she is hardly even tempted to shop anywhere else than at ————.

This public knowledge of a store's individuality is oftenest, nowadays, built up by advertising. The service rendered must be impartial and if that is to be accomplished the merchant himself must be impartial at heart, for he has no means of knowing which of his customers will radiate the most influence; all communicate some whether it be good or bad.

Slogans that are not worked are worse than none and we attach but little importance to them as they are of value only in proportion as they are in accord with the value of the store's service, for it is in the service that the individuality of the store centers.

Individuality is that group of impressions inseparably associated with a particular store in the minds of those who shop there. System cannot bring it in its entirety. One shopper's mind may be impressed with one aspect of the store—another with another. One may shop at ————'s because goods are promptly exchanged; another because the clerks are polite; another because one always finds what one wants; another because there is no misrepresentation of values; another because it is such an inviting place to trade; another because the "best people" trade there; and so on. One of these elements or another like them, or a mixture of such elements constitutes the individuality—the something distinct and good which separates one store from another—it's competitor.

Advertising "quality shop" without the quality in goods or service avails nothing. Long prices to offset badly placed credits sustaining serious losses is drawing the merchant into the death grapple with the competitor who is careful about his credits and who can and does often undersell you without laying a proportion upon his whole trade, as is done by the man who tries to "beat them to it."

Self analysis is a splendid thing; it is a great day in any merchant's life when he, by careful study, by observation from without and honesty of purpose from within, is lead to the point where he "finds himself."

If he has been drifting with the current of least resistance in the commercial sea, he will be able to see his danger.

To learn to dissect one's self is the first duty of any business man. He can hardly expect to read others until he knows himself.

He must learn to penetrate the subconscious chambers of his own inner strength, tap the reservoir, unleash its mighty forces that will radiate influences throughout every avenue of his business and social activities. The successful founders of business have been those who have radiated their personality through the structure of the trade they built.

A merchant who lived several blocks from his store cultivated the habit of speaking to every man he met, and it was his privilege to meet several hundred every morning for he resided in an industrial center. He soon began to notice how those men were on the alert for his cheerful "good morning"; it had a reactionary influence upon the man himself, it helped him; "it brightened his corner" and he also found that this little display of his human side increased the cash sales of his store and won for it new credit customers.

Personality is the chief factor in any business. A big business is never built without it, because personal power is the strongest bond between men and a unified organization in a business establishment is chiefly the result of the same power—personality.

This power will cause every employee in such an establishment to give to the business and to his particular part of the business the very best that is in him. And the man who can secure that individual effort, still his impressions, inaugurating general team work, and loyalty from those he employs, is the man who wins.

When we find such generalship there is the consideration due the trade and the point is made and always adhered to, that careful attendance and personal treatment be accorded every visitor to that store no matter what amount of purchase or if no purchase is made at all. There must be the insistence that a customer who spends 10 cents should be given just as close attention and as patient attendance as the tomer who spends $10; for often 10-cent customers of t develop into buyers of to-mo whose every bill may tota more than the $10 purchase present.

One washer woman will s your good qualities over ten the territory that a society w will, for the reason that the mer buys and remembers an latter buys and forgets.

Every individual in or o business is daily contributi the sum total of the world's tress or its happiness. What are you in? No man can fa terly if he will generate the that is in him, keep his pride subjection and add his mi understanding to the sum to the world's knowledge.

W. B. Lansber

Homestead, Pa.,

November 9, 191

Moving Ordinance Held Unc stitutional.

After taking the case "und visement" for several months, Louis court during the week h down a decision nullifying the nance passed by the Boa Aldermen of St. Louis, wh owners of moving vans wer quired to register the names o sons for whom they moved hold goods from one place t other, the character of the the old and new addresses an date of such removal, common ferred to as the "moving van In this decision, the retail g and butchers of St. Louis app have finally lost out in their to secure a city ordinance would enable them to trace beats who move from one s of the city to another without through the formality of p their grocery and butcher Judge Arnold explains in his sion that in his opinion the nance is not within the sco the legislative powers of the but does not find that it is u stitutional. He says that he siders it unreasonable and th obvious purpose is to

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gry creditors to pursue lean ors." He thinks that the sub- matter of the ordinance is one e dealt with by the State Leg- ire instead of a municipal body, ugh there are but a very few in the State of Missouri e such a law would be neces- sary. The ordinance was passed unanimously by the St. Louis Board of Aldermen nearly a year ago and had the active support of St. Louis Real Estate Exchange, the St. Louis Retail Grocers' Association and the St. Louis Master Butchers' Association.

ecialty Manufacturers Tell How Retail- ers' Specialty Orders Ought to Be Filled

y the Custom of Jobbers Turning Such Orders Over to Their Salesmen Is Unfair. How the Manufacturers Think the Jobbers Should Act in the Matter.

ıe American Specialty Manu- ırers' Association has issued a tin explaining what it consid- he "perfect" way for wholesale ers to fill specialty orders n from retailers by manufactur- salesmen. Readers hereof v that before the specialty ıp was invented, many jobbers ld turn these orders over to salesmen, who would see the lers who had signed the orders, heir next call. The manufac- rs considered this pernicious, have been working for years to way with it. The bulletin gives ollowing reasons why the prac- referred to was undesirable:—

First. The injustice to the anufacturer of giving the re- iler another opportunity to consider his purchase.

Second. Wholesale grocery lesmen, having so many items sell, are busy men and are ry apt to forget all about ıch specialty orders until too te to be filled.

Third. It gives such sales- en an opportunity to work to e detriment of the filling of ıch orders, leaving the buyer hold the bag and get rid of e purchases made to cover e orders as best he can. verstock and tail ends at in- ntory time follow in the wake such a system.

he American Specialty Manu- urers' Association thinks that ers should treat all such orders ollows:—

First. Treat American Spe- alty Manufacturers' Associa- on members specialty orders the same manner that you eat your own orders.

(a) Immediately make out a parate house order for every ccepted specialty order, amping same "specialty der."

This means that jobbers' salesmen will have nothing to do with the filling of the order, and that specialty orders will not be held up to be added to the next regular order, which often causes delay, misplacing or loss of order.

(b) Register the order.

(c) Send order to the ship- ping department with instruc- tions that if in city to deliver on first delivery in neighbor- hood, irrespective of any regu- lar order—if in country and order is not large enough to ship alone, to ship with next order.

Second. Do not hold up any American Specialty Manufac- turers' Association members' specialty orders for credit rea- sons. If you cannot ship promptly do not accept the order.

Third. If retailer refuses de- livery, notify our member, or write this office, giving all par- ticulars. Jobbers adopting the system outlined will have a more clean stock and less tag ends at inventory time.

Federal Trade Commission May Investigate High Cost of Living.

Increases in the cost of food products are likely to be the sub- ject of an investigation by the Fed- eral Trade Commission. Edward N. Hurley, chairman of the com- mission, said in Chicago during the week that the subject would be con- sidered at a meeting of the com- mission in Washington Friday.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	H Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

Here's the Answer to the Retailer's Coffee Problem

¶ One of the big subjects at the National Coffee Roasters Convention in Atlantic City last week was how shall the retailer get back his coffee business from the peddler and the chain store man.

¶ We have one way:—let him sell a standardized coffee, a blend or a grade which is something more than a mere bulk coffee bought at random, a coffee that stands for something, and a coffee that never varies.

¶ In other words, let him sell **Harisco Standardized Coffees,** a list of coffees that mean 100 per cent. more than the ordinary run of coffees, and that never vary in quality.

¶ We contend that with a line like **Harisco Standardized Coffees** any retailer can hold his present trade and have something real to offer new customers. Let him ask himself why he loses coffee customers, if it is not because people were dissatisfied with the coffee they got from him.

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

WITH THE EDITOR

Another Critic of Our Views on Retail Profits.

On the first page of this paper for November 6th appeared the following:—

Consumers are being educated today, by a variety of conditions, to pay good prices for everything they buy. The retail merchant who doesn't take advantage of that had better drop out—never again will he have such a chance.

Last Sunday the New York "Sun" took this up and almost frothed at the mouth about it. A week or two before that the New York "Tribune" reproduced something else which appeared in this paper on the question of profits, and commented upon it adversely from the consumers' standpoint. I cannot express how deeply I regret the fact that these New York papers are not pleased with this paper's views on the question of retail profits, and I may decide to submit advance proofs of the contents of the "Modern Merchant and Grocery World" so they can censor whatever they disapprove of.

The burden of the "Sun's" remarks was that the paragraph reproduced above "invites grocers to gouge." This is the characteristic comment of an ignorant man. I suppose the "Sun" feels like most other consumers—that charging any profit is gouging. The "Sun" will be surprised to hear, as it seems to know nothing of the subject now, that not one grocer out of a thousand is getting a fair profit *on everything he sells.* Some are getting a fair profit on practically nothing which they sell. Others, who are able to charge exorbitant profits on some things to make up for the loss they are compelled to make on other things, are making a fair return on their business considered as a whole. The present advancing markets furnish a splendid opportunity to readjust profits to raise profits on many articles, and when these assume their own burdens, then to reduce the profits on the articles that have been heretofore carrying that burden for them.

Cheek.

I cannot understand some manufacturers' attitude toward trade papers. They refuse to advertise in them for a variety of reasons: because they tried advertising once and got no returns; because if they advertise in one paper they have to go in all, and they aren't ready to go in all; because their "appropriation has been exhausted"; because they aren't in the particular territory; because they are oversold—oh, for a huge variety of reasons, every one of which of course they have a perfect right to have. As a matter of fact, nobody needs any reason or excuse for not advertising. It is his own business entirely.

But why does this particular type of manufacturer, when he has anything in the nature of free advertising which he thinks will exploit him, always so carefully send it to the trade paper and "trust that you may find it sufficiently interesting to reproduce"? If paid advertising will do him no good, how will free advertising? There is a long list of manufacturers that do this; personally, I think it pretty cheeky.

A Lie Exposed.

The following letter, just received from a subscriber, should have a public answer:—

Purchase Line, Pa.,
November 11, 1916.

Grocery World Publication Co.

Gentlemen:—I have sent in a subscription to your paper. I got it from your agent and he explained to me that any advertisement I saw in the paper that if I mentioned your paper that they would sell direct to me. Now I wrote to the Shredded Wheat Co., which is one of your advertisers, but they said they sold to jobbers only. I have only a general store, but if you can explain to me how I can as a retail merchant buy from the manufacturers direct through being a subscriber to your paper I will be glad if you will do so.

Very respectfully,
M. L. Houk.

The solicitor who told Mr. Houk such a thing as this is a liar and a faker and if he will tell us who he is we will discharge him on spot. There is nothing in his ment at all. Subscribers to paper can *not* buy direct fro manufacturer merely becaus are subscribers to this paper say that they saw the advertis here. I am surprised that Houk would ever believe su tale.

Retailers can buy of some m facturers direct, no matter quantity they buy, but from manufacturers they can buy o case they buy the quantity. I buy the quantity they don't ha be subscribers of anything.

The Moving Ordinance Gone.

A St. Louis, Mo., court ha made a decision which I have expecting s court to mak some time. decision is what is known as the moving nance is unconstitutional.

The moving ordinance, as usually called, has been pass a number of towns and citie compels all owners of moving to learn and register the de tion of persons they move fro locality to another. This so th tailers who are defrauded b sudden removal of a custome go after him. The idea of th dinance was good enough. scheme of a dead beat debtor t fraud his creditor ought to be trated, but from a legal stand such legislation is fantastic an possible. No city has any rig pass such a law, and the St. court has now said so.

When all's said and done, th tailer who sells for cash mus perience a certain comfort in ability to view all such camp with indifference.

Old Subscribers, Please Answer

The "Modern Merchant and Grocery World" has on its subscription books subscribers who have been such for twenty or twenty-five years, in some cases even longer. Unfortunately, prior to a few years ago the subscription records were not kept in such a way as to show when each subscriber first came upon the lists. Therefore we cannot go to the lists and pick these old subscribers names out ourselves.

We ask every subscriber who has been a subscriber of this journal more than fifteen years continuously, to be good enough to send their names to this office.

Pennsylvania Organization Notes.

Mr. Smedley addressed the Frankford Retail Grocers' Association on Monday, November 6th. There was a large attendance and it was an interesting meeting. There was good music and refreshments. This organization is one of the best in the country and has a large membership and is ably officered. The secretary-manager, J. A. Edgar, who has grown up with the organization, is a real leader and under his splendid guidance much good has resulted.

The association has recently added two stories to its already large warehouse and the enlarged plant is a monument to the co-operative spirit of the membership and the farsightedness of its leaders.

* * *

The Pittsburgh Retail Grocers' Union made an exhaustive canvass among the candidates for the Legislature as to their attitude on legislation affecting the retail grocer with especial reference to the garnishee and trading stamp bills. result of their investigation sent to each member in a pam thus giving the members tru formation as to their friends.

* * *

The Business Men's Associ of Armstrong County with l quarters at Kittanning, is ma rapid progress. Secretary W

'opley, the efficient manager, rts that through the influence ıe organization the Kittanning Grounds has been purchased $36,000, and one-half of this will be given to the newly or- zed Kittanning Sheet Steel Co., will erect a mammoth steel s. Thirty acres will be occu- Arrangements are being for a big get together banquet lebrate the event.

* * *

ıe State Federation of the nbers of Commerce of New y has appointed a committee to tain if there is a need for a Bureau of Retail Affairs in State. Public hearings are held and much interest is shown.

Friday last two meetings held at Atlantic City in the noon, and one in Camden in vening. Mr. Smedley was in- to address all these meetings vas compelled to decline owing ior engagements.

* * *

ıe St. Clair Association is pro- sing. An open meeting will be on January 8th and some speakers have been secured. The merchants engineered a big Hallowe'en parade, said to be the largest of a number of successful ones. One of the industrial concerns of the town turned out 250 men. The next night the entire party went over to Pottsville and captured seven of the prizes offered by the Pottsville business men.

* * *

Mr. Smedley addressed the business men of Boyertown on Thursday, November 9th. There was a big attendance. An organization was completed. President Boyer, Vice-President Brown and Secretary Kochel are the officers. Plans are being made for a community banquet. Boyertown is a live town and the business men are live wires. We predict a successful association with a membership composed of one hundred per cent. of the business interests.

* * *

Pottstown will send a big delegation of merchants to the Mt. Carmel convention. A club for this purpose has already been formed.

* * *

The Pottstown Business Men's Association gave a musicale, reception and dance to its members and their employees at Odd Fellows' Hall on Friday, November 10th. It was one of the finest affairs that it has been the privilege of the State Organizer to attend. Over 450 were present. The programme consisted of a concert by Lamb's Orchestra from 8 to 9 P. M., after which Mr. Smedley spoke on "Progressive Co-operation." Recitations, vocal music and a sleight-of-hand performance followed. At 10 P. M. the guests all sat down to an elaborate supper prepared and served by the wives of the members. Dancing closed the evening's entertainment.

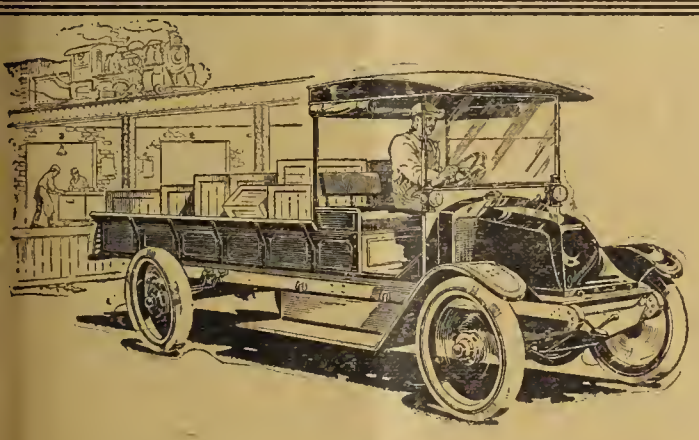
Other towns could emulate with profit the example set by Pottstown in their effort to secure willing co-operation of their employees. The affair was in charge of Thos. McCaslin, president; Morris Romich, secretary; Harry H. Burdan, vice-president, and Morris Weitzenkorn, treasurer. William T. Lamb was chairman of the Entertainment Committee, assisted by J. Wesley Gulden and E. Bihart. Social, Jacob E. Block, chairman; C. W. Sweisford, Harry J. Feinour. Finance, E. G. Krause, chairman; S. Clouse and Wm. F. Binder. Dancing, Max Weitzenkorn and Roy Kinckler. Publicity, Isaac Miller, H. Wesley Gulden and Paul F. Diefenderfer.

* * *

Mr. Smedley will address the Reading Chamber of Commerce on Monday, December 11th, at a noonday luncheon.

Chain Store to Use Sleighs for Delivery.

A sidelight on the growth and some of the planning of the chain-store interests will be found in the contemplation of a contract just received by a large wagon works in Eau Claire, Wis., from the Jewel Tea Co., chain-store dealers, or rather peddlers of tea and coffee. This coffee and tea chain of stores has placed an order for 100 sets of sleighs, shipments to be made to the following points: Oswego, N. Y.; Watertown, N. Y.; Spokane, Wash.; Wallace, Idaho; Kellogg, Idaho; Larium, Mich.; Gloversville, N. Y.; Syracuse, N. Y., and Elmira, N. Y. Part of the order is held for future shipment. The sleighs are especially designed for delivery and service.



Reach Out for More Business

WITH AN

International Motor Truck

You simply can't realize the value of an International Motor Truck as a business builder until you use one, or—until your competitor gets one. You will notice, though, that no man who once uses an International Motor Truck ever goes back to horses.

Why is that? There are many reasons. The truck costs less money than the horse outfits whose work it does. The upkeep is less. It takes less work and less time than horses to keep in condition. It's a money saver, a time saver, and a steady worker, but—more than all these put together—the International Motor Truck is a business builder.

THREE MODELS—THREE LOW PRICES

E—1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F—2000 pounds capacity, internal gear drive (chassis) $1500

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory.

Is it any wonder that over 13,000 successful business men use and boost for the International Motor Truck? It makes money for them. A line to the address below will bring you figures showing what you may expect an International to do for you.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)
105 Harvester Building CHICAGO U S A

This Country's First Technical School for Grocers Opens in New York

Weekly Lectures by Leaders of the Trade. Patterned After English Institute of Certificated Grocers, and in Charge of a Graduate of That Institution. Course Not as Comprehensive as the English Course, But a Good Beginning.

The first technical school for grocers and their clerks to start in this country is about to open in New York City, as an adjunct to the 23d Street Y. M. C. A. It is in charge of a graduate of the English Institute of Certificated Grocers, to whose plan of educating grocers this paper has devoted a great deal of attention for several years. Leading men of the trade will deliver lectures on the various phases of the grocery business, and at the close, if the student passes the examination, a certificate known as the Chelsea School Certificate will be given. The course will not be anywhere near as elaborate or comprehensive as the English Institute course, but it is a good beginning. Lectures are given weekly on Wednesday evenings, and the school is known as the Chelsea School.

For the first season the course will be confined almost entirely to grocery products, and the following is a complete summary of the course:—

1—CANNED VEGETABLES
Walter B. Timms, Austin, Nichols & Co., New York.

2—CANNED FRUITS
Walter B. Timms.

3—DRIED FRUITS AND NUTS
J. M. HILLS, The Hills Bros.

4—IMPORTED FOODS
P. D. Horasan, Strohmeyer & Arpe.

5—JAMS AND ELLIES
P. J. Austin, Beechnut Co.

6—PICKLES AND OLIVES
Lecturer, Representatives of the Alart & McGuire Co.

7—SPICES
F. C. Carlin, B. Fischer Co., New York.

8—WINDOW DRESSING FOR CHRISTMAS TRADE
R. R. Voorhees, Campbell Soup Co.

9—BAKING POWDER
F. W. Nash, Mgr. Food Dept. General Chemical Co., New York.

10—COCOA
Louis Runkel, Runkel Cocoa Co.

11—MILD COFFEES
E. S. Powell, Asst. Division Sales Mgr. and Coffee Tester, Arbuckle Bros., New York.

12—COMPARISON AND VALUATION OF COFFEES
E. S. Powell.

13—COFFEE
Charles J. Palmer, B. Fischer & Co.

14—COFFEE
Charles J. Palmer

15—TEA—(Ceylon Tea)
Thomas Crane, Lipton Co.

16—TEA—(Indias, China and Ceylon)
John J. McNamara, Jones Bros. Co.

17—TEA—(Blending and Testing)
John J. McNamara.

18—TEA—(Formosa and Japan)
Lecturer to be announced.

19—RICE
F. C. Carlin, B. Fischer Co., New York.

20—CRACKERS AND BISCUITS
R. W. Steele, National Biscuit Co.

21—HAM AND BACON
G. A. Ferris, Ferris Packing Co.

22—BUTTER AND EGGS
M. L. Aiken, Sulzberger & SONS

23—BUTTERINE AND OLEOMARGARINE
H. M. Chaplin, Sulzberger & Sons.

24—CHEESE
Lecturer to be announced.

25—WINDOW DRESSING
B. B. Voorhees, Campbell Soup Co.

26—CEREALS
Lecturer, Representative of The Quaker Oats Co.

27—WINDOW DRESSING
B. B .Voorhees.

28—GROCERY STORE EQUIPMENT
Lecturer to be announced.

29—WRAPPING, WEIGHING, PARCELING
David Hall, Mgr. Park & Tilford, 112th St. and Broadway, N. Y.

30—Final Examinations for Certificate.

New York Letter

Enormous Shortage in Freight Cars Reported. Plan to Increase Popularity of Porto Rico Coffee.

Special Correspondence of "Modern Merchant and Grocery World."

New York, November 17, 1916.

The trade here are much interested in the announcement made here during the week that the net shortage of freight cars on the American railroads was 108,010. Inasmuch as this market is feeling the effects of the shortage in freight cars probably more than any other market in the United States, this is receiving the serious attention of the trade. It shows the greatest shortage in freight equipment than has occurred in the history of transportation with the exception of ruary 6, 1907. The shortag freight cars has almost doubl one month, while on August there was a surplus of 9,762 cars.

* * *

The Bureau of Foreign and mestic Commerce announced d the week that Gerard Harris been sent as a special agent to coffee conditions in Porto The idea of the Government increase the sale of Porto coffee in this country.

Improvement Needed in Cante Marketing Methods.

Greater co-operation by g ers is needed in the marketin the 7,000 carloads of muskm shipped from Western produ regions, according to market cialists of the U. S. Departme Agriculture. The various me employed in marketing the m from the five most important ern points in 1915 are outlin U. S. Department of Agricu Bulletin No. 401, recently issu

The Shuman Pricing System Is Genteel and Attractive



HOME-MADE price tags are very apt to give a store a Cheap-John appearance.

Shuman Shelf Tags, printed in deep navy-blue ink, really "dress-up" a store.

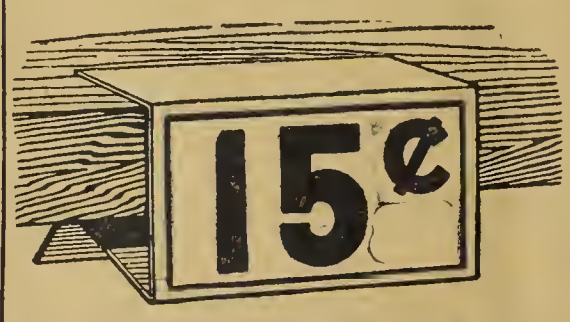
They give it an air of order, system and up-to-dateness.

And They Do Sell the Goods

The system consists of galvanized steel clamps that fit firmly onto the shelves, and gummed paper labels that stick on the face of the clamps.

Labels are so arranged that you can make any combination of figures up to 99c.

A "Set" consists of 50 clamps and 1,110 stickers.



Costs Only $3.25 Delivered

Order through your jobber or send us check or money order for $3.25 and a set will go to you by parcel post prepaid.

Frank G. Shuman Company
Room 906, 168 N. Michigan Av.
CHICAGO

ROYAL BAKING POWDER

ABSOLUTELY PURE

The purity of ROYAL BAKING POWDER is unquestioned and this purity is so well known to consumers everywhere that sales are just as certain.

When you buy a stock of ROYAL BAKING POWDER you can count your profit on every can in advance, because the last can is just as sure to sell as the first one.

Contains No Alum—No Phosphate



ROYAL BAKING POWDER CO.

NEW YORK



tional Coffee Roasters' Convention Discusses Plan for Advertising Coffee Into Larger Consumption

ious Speakers and Committees Handle the Subject. California Delegate Says Too Much of the Matter Issued About Coffee is Defensive.

ne National Coffee Roasters' ociation, at their convention in ntic City during the week, ned to a denunciation by Dr. erg, Chief of the Federal Bu- of Chemistry, of the glazing of ee for the purpose of improving ppearance.

harles H. Bain, of San Fran-, delivered a protest in the e of the California Coffee sters' Association against the ensive tone" of much of the rtising issued by the National ociation. The national adver- g campaign to consumers at- ted a great deal of attention. ious addresses were made on it, cipally by F. J. Ach, of Day- Ohio, and Ross W. Weir, of v York.

Mr. Alfred H. Beckmann, secretary of the National Wholesale Grocers' Association, made an address in the absence of the president, a part of which was as follows:—

> It may conservatively be stated that the business of at least 75 per cent. of the smaller concerns of the country has been conducted without adequate method or system or scientific accounting. When the business has prospered the profits have been paid out in salaries and the distributions to the partners and stockholders and the managing heads have gained credit as men of business or financial ability, but, when upon occasion it is found there are scarcely any profits or that the profits have been greatly reduced, the cause has been attributed to everything else under the sun except defective means of keeping track of the cost and profit on individual items or in different departments of the business.
>
> As a rule these smaller concerns that have conducted the bulk of our commerce have each known, of course, how much their business as a whole made from year to year or how much it lost. In a vast majority of cases, however, they have not had accurate knowledge of the details—whether a particular department or salesman or officer, or certain line of goods was in itself profitable, or had been carried along by large profits of other departments or from the sale of other goods. Each branch and item should pay its own way from month to month and not lean upon the prosperity of some other branch or item. These and other questions having to do with the very vitals of the business have too often been matters of guesswork. In consequence many a business has failed to prosper merely because its managers had not so organized and equipped it that they were able to analyze and to know from month to month and from year to year their true cost and expenses in relation to their receipts.

The following is a part of the report presented by the Pure Food Committee of the association:—

> The only item of importance that the chairman has to report is in connection with the use of other Dutch East Indian coffees in place of Java, in Java and Mocha blends. Certain members of the association asked for information on this point inasmuch as it was impossible to get genuine Java types, and inquired as to whether under the circumstances Sumatra growths might be substituted under a Java and Mocha label with some qualifying clause in connection therewith. The chairman promptly replied to such inquiries stating that in his opinion a label of this description would be considered incorrect, and that unless coffees from the island of Java could be secured it was his opinion that the labels would have to be temporarily suspended.
>
> It has seemed to the chairman of your committee that inasmuch as the Department of Agriculture is watching coffee imports very carefully for low grades and is correcting errors in connection with interstate

shipments as rapidly as they are discovered, there was, consequently very little for the committee to undertake.

There is now very little cause for criticism in connection with coffees in place of Java, in members of the National Coffee Roasters' Association. The chief difficulty is to be found in connection with intrastate shipments on the part of concerns that are not affiliated with our association and that cover a limited territory in which they are centrally located. There are numerous instances where concerns of this description are misrepresenting products, particularly in connection with bulk coffees.

The Federal law has no jurisdiction over such cases and where local authorities are indifferent it is almost impossible to prevent such misrepresentation.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

The Mental Picture Was Accurate.

Philadelphia, Pa., Nov. 13, 1916.
To the Editor.

Dear Sir:—I have read with much interest your criticism of the advertisement of E. M. Chambon, of McDonald, Pa., in your issue of November 13th. In your article you say "It's a peculiar thing how advertising will create in your mind a picture of the store issuing it," and the picture you get of the Chambon store is of a "good sized, well kept, well lighted, well arranged store, with up-to-date service and equipment."

I take this opportunity to say that your idea of Mr. Chambon's store is absolutely correct. It is one of the up-to-date stores of Washington County. Mr. Chambon is a merchant plus, and his clerks have all caught the spirit of co-operation to such an extent that they work as one family. I have been in Mr. Chambon's store many times and know whereof I speak.

Yours very truly,
WILLIAM SMEDLEY.

* * *

As to a Collection Agency.

Louisville, Ky., Nov. 14, 1916.
To the Editor.

Dear Sir:—Can you, through your "Modern Merchant and Grocery World," give me the name and address of a collecting agency in Akron, Ohio, and if they could collect a debt contracted in this city, the party having moved to Akron, or a better way to collect the debt, $10.50, for groceries, etc.?

Thanking you in advance for this advice, I beg to remain,

Yours truly,
J. PILATO.

We never recommend *any* collection agency, because we don't know any that we consider worthy of it. So far as we know, there are no collection agencies in Akron, Ohio, anyway. It might be a good idea to write the Akron (Ohio) Retail Grocers' Association, or to place the claim in the hands of an Akron lawyer.

* * *

Jobber in Shelled Nuts.

Grafton, W .Va., Nov. 14, 1916.
To the Editor.

Dear Sir:—Please put me in touch with some reliable jobber of nuts (shelled).

Yours very truly,
A. C. FAULEY.

Birdsong & Co., 136 North Delaware avenue, Philadelphia, Pa., are jobbers in shelled nuts.

* * *

Show Cases and 5c. and 10c. Cakes.

Rossiter, Pa., Nov. 10, 1916.
To the Editor.

Dear Sir:—We received the paper and were pleased with it. Now I would like for you to send me the address of some good showcase company, also of some cake company, as we are running a 5-and-10-cent store and would like to hear of some cheap company where we could get a line of goods from.

Hoping to hear from you soon.

Yours truly,
MRS. ROSA MANFREDO.

For showcases, write H. F. cock, 51 North Second s Philadelphia.

As to cheap cakes, we rec investigated the grade of cakes by some 5-and-10-cent stores, found them to be in our judg unfit for food. We do not ca recommend such goods to an tailer. We strongly recom confining yourself to star manufacturers.

* * *

Address of a Broom Works

East Mauch Chunk, Pa.,
November 13, 19
To the Editor.

Dear Sir:—Can you advis as to where the Red Hill B Works of Pennsylvania are loc

Thanking you in advanc your kindness, I am,

Yours very truly,
J. C. BUCKM

Richard Irwin, Red Hill, P really the Red Hill Broom W

* * *

A Directory of Packers.

Toledo, Ohio, Nov. 9, 19
To the Editor.

Dear Sir:—If you publish rectory of concerns that pre catsup, pickles, mayonnaise ing, etc., in glass bottles, wh the cost of such a directory how many concerns are n therein?

Thanking you in advance,
Yours truly,
T. W. Ro
Statistician Owens Bottling chine Co., 982 Libbey St

We publish no such directory you can get one of the Thomas lishing Co., of New York City

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

NO FLINCHING

The demand for merchandise keeps up, and while the price of commodities keeps mounting higher and higher, the consumer is paying the price. Almost universal employment at good wages makes this possible.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

SYRUPS—Satisfy your customer and he tells his neighbor about it. ***Challenge Table Syrup*** has won its laurels, everyone likes it. ***Royal Table*** is also great favorite, tastes different; ***Gilt Edge, King "B," Extra Amber, Very Best, Starlight, White Clover.*** You cannot go wrong if you buy your Syrup of us. Satisfaction guaranteed, values right.

BUCKWHEAT FLOUR—The real thing. We are told the crop is short this year, but we can make prompt shipment. One hundred pound bags, genuin N. Y. Buckwheat, makes such good and wholesome hot cakes, per bag, $5.50.

CALIFORNIA FIGS—Goes with the holidays. We doubt whether any Imported Figs will reach our market this year. Cal. Package Goods, 12 in a bo per box, $1.00; Fancy White Layers, 10-pound boxes, per box, $1.95. Buy now while you can get the stock.

NEW CROP N. O. MOLASSES—We have an early shipment of Fancy N. O. Molasses. Ingleside Plantation, due about December 1st, price, 45c. p gallon. Allow us to book your order now, goods to be charged and shipped upon arrival; be the first to offer your trade the New Crop Molasses.

PORK AND BEANS—We have in stock and can make prompt shipment. Burnham & Morrell's Pork and Beans in tomato sauce, No. 2 cans, per doze $1.15. The packers name indicates the quality.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREE PHILADELPHIA - PENNSYLVANI

wn as "Thomas' Food Trades ory."

* * *

Peanut Roaster Wanted.

ztown, Pa., Nov. 4, 1916.

e Editor.

r Sir:—Would you kindly in- us of a manufacturer or of good peanut roasting nes. Would like to have gue and price-list of same.

Yours and oblige,
J. Y. SCHULTZ & SON.

have asked O. Y. Bartholo- 116 North Delaware avenue, lelphia, to send you this in- tion.

* * *

A Good Job Waits Here.

ontown, Pa., Nov. 9, 1916.

e Editor.

r Sir:—We are very much l of a man competent to man- ir grocery department. The , who has had charge of it ally, finds too many other to do and, knowing the game ghly, looks for a man with f life, chuck full of enthusi- id ability.

competing with chain stores d it necessary to have live about us. We prefer a man ween 25 and 35. We want o be thoroughly capable and s the right man we can assure him of a salary from $25 to $35 a week.

In asking you for such a man we feel justified in two ways, first, we know you would not suggest any one incapable; secondly, we know that Philadelphia is riddled with chain stores and a person from there should know how to fight them best. We do a large grocery business with all the expensive strings such as deliveries, stamps, telephones attached. The chain store has hurt us, we admit, but we feel that by excellent service, in and out of the store, clever advertising and courtesy, we can overcome their rather unusual big boom.

Yours very turly,
J. H. AUSLANDER.

The Grocery Markets

Coffee.

The coffee market is unchanged for the week, but perhaps with a shade easier tone. Large supply of available coffee is responsible. The demand also is quite dull. Milds are quiet and easy. Java and Mocha unchanged.

Tea.

The tea market shows no change for the week, except an advance of 1½ cents per pound in Indian Ceylons. The main reason appears to be the lack of transportation facilities from the primary markets. This advance has affected the market in this country and some sales have been made at the higher price. Other lines of tea show no change, but everything is steady to firm. Moderate demand.

Sugar.

The sugar market shows no change for the week, either as to raw or refined. Here and there one hears of sales of raws at a price somewhat different from the market, but generally speaking the situation is unchanged. Refined sugar shows no change from a week ago, and the demand is quite light. There is no relief in sight as to present prices.

Syrup and Molasses.

Glucose, after declining 10 points last week, advanced 20 points during the week just closed. The cause was the advance in the corn market. The whole glucose situation is very sensitive. Compound syrup is somewhat uncertain, but shows no material change for the week. Sugar syrup and molasses all unchanged and in moderate demand.

Fish.

The situation in mackerel shows no change for the week. This includes shores, Irish and 1915 Norways. Considerable complaint is being heard of the Irish mackerel being now offered for sale. Demand for mackerel, considering the price, is good. Cod, hake and haddock are all very firm and in fair demand. Salmon shows no change for the week, except a further advance in horseshoe salmon. The situation is very high on account of scarcity. Demand fair. Domestic sardines are very firm and scarce, prices steadily pushing upward. Imported sardines show no change

Sixteen Million Pounds a Year

The American Pretzel Company is the largest manufacturer of pretzels and allied food products in the world.

The present capacity of its plants is 16,000,000 pounds a year. Its output now is over 10,000,000 pounds.

New equipment will be installed, new bakeries established and the business expanded in an ever increasing degree.

The Company holds patents on all practical machinery for the mechanical production of pretzels.

Its product is sold in practically every State in the Union.

We are offering the

7% Participating Preferred and Convertible Stock of The American Pretzel Company at Par $100

Send for Descriptive Pamphlet

THE R. L. DOLLINGS COMPANY

332-334 Widener Building, Philadelphia

PITTSBURGH COLUMBUS INDIANAPOLIS

and a fair demand. Supplies of Norwegian sardines appear to be going forward with fair regularity under the circumstances.

Canned Goods.

Tomatoes show no change from a week ago. The situation is very firm and high prices are maintained. Demand is very poor indeed, being confined to actual wants. Corn is tending upward; demand light on account of the price. Peas are also looking higher and it seems to be impossible to buy anything at a low price. Apples are high and the price looks like an advance. California canned goods are closely cleaned up on the coast, speaking particularly of peaches, but prices show no change for the week. Small Eastern staple canned goods are unchanged and very scarce and high. Some packers are asking $1.40 for spinach against a normal price of 90 cents.

Dried Fruits.

Prunes show a further advance and the basis price is now 6½ to 6¾. This is about 2 cents higher than the price ruling a few months ago. The demand is very light. Buyers are working on what they have rather than buy any more. Peaches and apricots are about where they were a week ago. Demand moderate. Prices practically unchanged. New prices were made on seeded raisins at about 1 cent more than the original opening price. Situation is very firm. Currants have not advanced any further for the week, the high price being maintained.

Beans and Peas.

Pea beans have taken another advance and are now quoted at $7.15 a bushel. Marrows are $7.50. Both of these prices being in a large way. The situation is very critical indeed. California limas have advanced another notch in sympathy with other beans. Green and Scotch peas are steadily forging upward, and the quotation on green dried peas is around $5 a bushel. Yellow splits are also very much higher.

Butter.

The butter market is very firm and shows an advance of 1½ cents per pound for the week, due to the falling off in the receipts and the heavy export demand and good home consumption. Storage butter is moving lively and is bringing ½ to 1 cent within the price of fresh. Higher prices on butter are looked for until the end of the year at least.

Eggs.

The market for fresh eggs is very firm at an advance of 1 cent and higher prices are looked for until the end of the year; in fact, there are some predictions that during January fresh eggs will go to $1 per dozen. Storage eggs are very firm at an advance of 1 cent. Withdrawals are very heavy. Consumption of eggs is good and there is undoubtedly a shortage as compared with last year.

Cheese.

The cheese market is very firm at an advance of 1½ to 1¾ cents. This is due to the sharp advance of cheese in country markets, these showing an advance of 1½ to 2½ cents higher. The receipts of cheese are light, while the export and home consumption are heavy. Warehouse holdings are much less everywhere and a gradual rise is looked for from now on until the end of the year.

Provisions.

The market on smoked meats is very firm but unchanged in price. The receipts are larger than last week, but the heavy consump is preventing a decline. Pure is firmer at an advance of ¼ per pound. The export is he Compound lard is also firm a advance of ¼ cent due to the den rise in the price of cotton oil. Barreled pork is firm and changed with a fair dem Canned meats are very firm higher, especially ox tongues. I beef is firm without change.

INDIVIDUAL MARKET REPO

Wheat and Flour.

We have referred to the Ru wheat surplus as a "bug-a-boo" this opinion is confirmed by a ter from the Secretary of Sta

The price of wheat has reached an altitude that make pause to survey the situation, to ask ourselves if at this wheat is high enough, or is it tined to continue its upward fl The only way to forecast the ture is to study the past. We said in our letters that the E pean statisticians, in their estin of the requirements of the im ing countries, have been actu more by expediency than by and indisputable facts.

You will recall that last ye dealing with the requirement

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

mporting nations it was at first nated that they would not ex- 416 million bushels, yet it de- ped that 600 million were ac- y taken. This year we are told only 468 million will be re- ed, and this in the face of Euro- crop failures, yet on the con- y we are informed by a most ervative authority in England the requirements will be 600 ion at the minimum, and per- 640 million, and that a des- te situation is to be confronted. with this huge demand let us ider where it is to come from: stimated exportable surplus: ted States, 140 million; Canada, million; North Russia via hangle, 8 million; India, 48 mil- ; Australia, 112 million; Argen- , 64 million; all others, 8 mil- Total, 480 million.

fter a careful survey of the le situation we are frank to say we believe that subsequent de- pments will prove that over 600 ion will be required by the im- ing nations, and that there will scramble on the part of mill- and exporters for wheat, with North American farmer dictat- the price.

t this juncture it is of interest calculate just how much more at the United States and Can- can spare without encroaching n the supply necessary for our e needs. In former letters we e shown that after making due wance for curtailment of con- ption, by reason of the high e, the United States can spare million bushels of wheat for ort and Canada 100 million hels, which makes a total of 240 ion bushels from North Amer- This quantity of course in- les the surplus carried over n the 1915 crops. We now find that of this 240 million bushels we have exported to November 1st, 126 millions, and that if our exports continue at the rate of 6 million bushels per week we will have a sufficient surplus for 19 weeks or until about April 1st.

Argentina this week shipped 1,072,000 bushels as against 1,240,000 last week and 1,136,000 two weeks ago. Shipments from India are increasing this week, being 1,112,000, as against 888,000 last week and 664,000 two weeks ago.

Holland shows her uneasiness over the food situation by commandeering this week the entire wheat harvest, fixing the price at the equivalent of $1.71 per bushel of 60 pounds.

As yet America is not in immediate danger of over-exporting, but all indications point to a great scarcity here until the new crops are available, and there is no telling to what altitude prices may be forced.

SHANE BROS. & WILSON CO.
J. W. Craig.
Philadelphia, Pa.

Imported Fish Specialties.

We may easily start and finish our market report with the phrase, everything is as firm as can be—most of the goods that we handle are higher, and none lower. Heaven only knows whether and when these advances will stop. We certainly do not know. There has been a very good demand for all kinds of herrings during the last week. The market is exceedingly strong, and fine fish of all kinds are in excellent demand at full asking prices. The only weak spot in the situation is the Holland herrings, and they are, in our opinion, low enough, so we may not look for a lower market in future; on the contrary, we may see some higher prices. Whatever is in the market of real fine Scotch herrings is selling readily at full asking prices, and only poor and undesirable stuff is lagging behind. Iceland herrings are as strong as ever, and prices are likely to show an advance very shortly.

Imported sardines of all kinds are selling very freely. Prices are not only very firm, but in many cases higher, and packers abroad are asking more money for their goods, justifying further advances by reason of the advancing prices for tinplate and other materials and the shortage of labor.

STROHMEYER & ARPE CO.
New York, N. Y.

Foreign Grocery Specialties.

French mushrooms are scarcer than ever and hardly any shipments forthcoming.

Pure olive oil has never been in better demand, which is only natural, in view of the unreasonably high prices now asked for cottonseed and other substitute oils. Compared with the prices of cotton oil, pure olive oil is really on the bar-

1845
Doesn't This Date Tell You Something?



¶ This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.



There Is No Real Substitute for Gorton's Codfish

¶ Codfish is high this year, and you will doubtless be offered substitutes for codfish.

¶ The substitutes will probably be wholesome and all right, but they will not be comparable with pure codfish —**Gorton's Codfish** particularly.

¶ **Gorton's Codfish** is the finest, purest codfish packed. Like all of the Gorton fish products, it is as fine as it can be made. Millions of the fish-country people, New England, will have nothing else. You will find your customers will settle down on this for the whole winter, once you get them started on it.

¶ Your jobbers.

Gorton-Pew Fisheries Company
Gloucester, Mass.

he Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations


Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.
This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.
Established 1780 **Dorchester, Mass.**

gain counter, and we are only surprised that prices for pure olive oil have not advanced very much more than they did, in fact, it seems that olive oil is one of the very few articles that has shown practically no advance since the beginning of the war.

Pimentos.—Spanish red peppers selling freely. Stocks are almost exhausted. A few shipments of new goods are on the way and Spain cables a higher market.

Garlic is rather scarce and higher prices are expected.

STROHMEYER & ARPE CO.
New York, N. Y.

Tea.

The United States to-day is in a position unparalleled in her history; her foreign trade for the year 1916 will be eight billions of dollars, or about one-fifth of the entire international trade of the world.

Our transportation facilities are totally inadequate to handle this enormous business, and we are facing the greatest car shortage ever known.

Up till November 1, 1916, there have been 1,820 ships sunk, aggregating a gross tonnage of 3,328,000 tons, and there were more ships sunk in October than any month preceding.

Cables from Calcutta report market advancing and crops up to October 31st report a shortage of 6,000,000 pounds, and it is anticipated the season's decrease will be 20,000,000 pounds.

Cable from Colombo reports market advanced 3 cents, due to Russian buying.

London cables market advanced ½d and market nervous, due to loss of so many vessels.

Green Teas.—Market about closed, with only one-third export of Moyune tea in comparison with 1915, which was small and only 9¼ million pounds of Pingsueys, or an entire shortage in green tea of over 2,000,000 pounds for the season.

Black Teas.—Settlements of Formosa Oolongs up to November 8th. 12,500 half chests less than a year ago.

Foochow Oolongs.—Entire crop this season 15,000 half chests, or about one-third of normal, and tea men are holding for extreme prices.

Congous.—Cable October 12th showed export from Shanghai 600,000 pounds less than 1915, and 1,600,000 pounds less than 1914.

Japan Teas.—Export much less than last season; complete figures not in yet, but a good demand is on for these teas to take the place of greens, for it looks as if there would soon be no greens under 20 cents, and Japans offer values 5 cents a pound better by comparison and blenders, generally, will secure the best values, which will be Japan teas, and others will mix them with greens and do the best they can till another season's supply is grown.

Stock of tea in warehouses in New York, as of November 6th, shows 25,000 half chests less than same date a year ago, and report of export China and Japan teas from best authorities statistically show shipments, season 1914-15 at 79,949,226 pounds; estimated shipments, 1915-16 at 73,000,000 pounds, leaving 6,949,226 pounds, or approximately a shortage of 7,000,000 pounds of China and Japan teas.

And when you remember that at the end of last season there was practically no stock in first hands, and the smallest stock in possibly fifty years, or since a record has been kept, it seems clear to us that there is but one thing for the jobber and retailer to do, and that is to protect their future business by buying tea at once while they can get it, and at a reasonable basis.

The banks to-day are full of money; any merchant can borrow freely on a low basis, and to carry tea for six months would not cost him over half a cent a pound, while if he waits till stocks are depleted it may cost him 10 cents a pound.

And in regard to the matter of shipping, there will undoubtedly be long delays and embargoes, and the merchant that has the stock in his store to do business with is the one that will get the business; the same applies with equal force to his customers, and with the prosperity we have to-day every retailer can well afford to carry a few extra packages, and many of them will do so.

IRWIN-HARRISONS & CROSFIELD, INC.
A. P. Irwin, Director.
Philadelphia, Pa.

Spices.

The market continues active. Prices are generally steady. Many articles in the list we believe will go higher. Indications point to an advance in several articles.

Pepper has been marked up about ½ cent during the week. Foreign markets are higher than prices prevailing here. The supply in our country is short and a slow but steady advance is very probable.

Red peppers in fair demand at generally unchanged prices.

Cloves moderately active, though without any price change during the week.

Pimento (Allspice) rather quiet and unchanged. The article is firm.

Mace in fair demand and likely to be more active. Prices unchanged.

Nutmegs are higher and in active demand. The spot supply has been reduced greatly in all sizes and grades.

Cassias.—Saigon quiet and unchanged. Batavia and China in fair demand at steady prices.

Paprika.—The steady demand has practically cleaned up all the low priced lots. Better grades are firmer. Prices are unquestionally higher, with upward tendency.

McCORMICK & CO., INC.
Baltimore, Md.

AMONG THE TRADE.

Frank A. Smith & Co., the well known brokers of the Lafayette Building, have added another high grade account to their list—the Carnation Milk Products Co.

Scotland Now Feels High Food Prices

According to the estimates of the Board of Trade "Labour Gazette" the increase in food prices in Scotland since the outbreak of war up to September 30th last was put at 68 per cent., which is reduced to 62 per cent. if the increases in the duties on tea and sugar are deducted. Since these estimates were compiled prices of most foodstuffs have continued more than firm, and in some cases, notably potatoes and milk, there have been further advances. There has been a further rise in potato prices and it is practically certain that Scotland, instead of being an exporter of potatoes this year, will be obliged to import from both England and Ireland. Imports, in fact, have already arrived on the Glasgow market. The upward tendency on the markets applies to all the common classes of provisions—hog products, eggs, butter, cheese, fish, etc. The advance in the price of eggs is much more than seasonal.

Specialty Manufacturers, Meeting in Pittsburgh, Favor Sanitation Amendment to Federal Food and Drug Act.

The American Specialty Manufacturers' Association held its convention during the week at Pittsburgh, the convention being opened by President Carl A. Lutz. Usual reports were given.

The Legislative Committee offered a report favoring an amendment of the Federal Food and Drugs Act compelling all persons engaged in the manufacture of foods to maintain absolutely sanitary conditions at their places of business.

Another interesting address was by F. W. Fiske, Educational Director of the National Wholesale Grocers' Association, who said that he had plans in view to raise the entire status of the retail grocer, making of him a sort of professional man.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.



A High-Grade Cocoa in a Unique Package

¶ The famous **Opler Brothers Breakfast Cocoa** is packed in fine glass preserving jars that consumers can use afterwards. This is the highest development of the glass jar package. In these days of necessary economy the idea will appeal.

¶ **Opler Brothers Breakfast Cocoa** is of the very highest quality. All jobbers.

OPLER BROTHERS, Inc., 171 Duane St., New York

Let the Quaker Help You

Every product that bears the Quaker name and trade-mark gains prestige from our advertising.

Please do not overlook that. People rarely buy strange brands when they see one that's familiar.

If the Quaker Oats Company has pleased them in one thing they will trust us to please them in others.

All of them respect the Quaker trademark.

On a cereal package it signifies purity. It stands for exceptional quality.

It denotes high standards. It dominates the cereal field all the world over.

Like the signature on a good check, it is a mark of identification.



Don't forget the value of the Quaker label. Make it help you sell goods.

The Quaker Oats Company
CHICAGO

(1440)



Which is Better, Political Fusses or Customers?

Well, how did the election suit you?

Seems to me this was the fairest election I ever saw. The Hughes people got suited on Wednesday morning, and the Wilson people got suited on Thursday morning. Ain't that fair enough?

I'll be blamed if I ever saw anything that can throw a fellow off his base like politics. Get a man talking politics—get him real worked up, I mean—and by gee, there ain't any end to what he'll say and do. He'll forget his business and anything else.

I was in a customer's store last Friday, after everybody knew that Wilson had got in again. A man came in that ran a little hotel in the town to buy some stuff. He knew the boss like a brother and the two of 'em got on politics right away. The boss was a wild Hughes man and the hotel man was for Wilson. Each of 'em had a hunch that their business was going up in the air the minute the other man's candidate got in. Naturally the hotel man was tickled to death at the way the thing had come out, and he opened up the minute he saw the boss.

"Ha! Ha! Ha! What d'ye think of your man Hughes now?" he yelled out, clear across the store.

"That's all right about Hughes," said the boss. Some sharp come back, eh what?

"Ha! Ha! Ha! some candidate, Hughes was! Ha! Ha! Ha! Why he was dead from the minute he opened his mouth," said the hotel man.

By this time a blind man could see the boss's insides churning. He was sore, like all the other Hughes men, and nobody ought to have put salt in the cuts, but still, here was a good customer, and I say it was up to the boss to pass it off somehow. Ain't that right? Instead of that what did he do?

"Why Wilson ain't a man at all!" he said. "He's a poor shrimp, that's what he is! He wouldn't have been elected at all if every blamed coward in the country hadn't voted for him!"

The hotel man was there with both little feet.

"You're a liar!" he said. "*I* voted for Wilson and if you call *me* a coward I'll knock your block off!"

There was still a chance to pass it off, even then, but the boss was ready to let everything go, seemed to me.

"I say *anybody* that voted for Wilson is a coward," he said, "and that's the only way he got in!""

That didn't seem like much of a political argument to me, but it was just about like what any real mad man gets off.

"Well you can go to ———!" said the hotel man, and he went out, with his order in his hand. Now remember that they had this friendly little talk right out in the store in front of three or four people, both of 'em talking so loud you could hear 'em half a square off. As a matter of fact, a couple of boys going by stopped and glued their mugs against the window to see what the fight was about inside. I don't know whether there was any more Wilson people in the store or not. Neither did the boss. There might have been for all he knew. They were all women, but they've got husbands or sons, or brothers, or something.

Wonder what the husbands or sons or brothers, or something, will do when the women go home and tell 'em that the boss called 'em all cowards.

Why I can see that store losing three or four bang-up customers, just by that. Of course it's lost the hotel man now, and I suppose he was a pretty good buyer.

When the boss came back to fix up his business with me I was hoping he would open up so I could let out some things I was thinking, but he didn't. Guess he knew he was in wrong. He was sore and grouchy and hardly said a word. I know what I'd do if I was him. I'd go straight down to the hotel and I'd hunt up that fool that started the muss—he *was* a fool, take it from me—and I'd say, "See here, Bill, or Ben, or Charlie, I was a blamed jackass a while ago, for what I said. I hadn't any right to say anything like that, and I didn't mean it. I apologize, old man, and want you to forget it. I don't want you to think that I'm saying this just to get your trade back. It don't make any difference about that at all—you can trade where you please and there won't be a bit of hard feeling on my part if you trade somewhere else. I apologize anyway. I was in wrong in the whole thing."

Unless the hotel man's a mule the thing would be fixed up right there. Then I'd go to every one of the women that heard me call their men folks, maybe, cowards, and say the same thing.

And then I'd go down to Doc Jones, the druggist, and buy a little bottle of chloroform, and I'd carry that around with me from that time on. And the next time anybody tried to rope me in on a political argument, I'd reach in my pocket, get it out and chloroform myself till he'd gone.

THE STROLLER.

Pennsylvania News Items.

Charges having been made that fruits, vegetables and produce shipped to Pittsburgh, Pa., commission men have been allowed to decay because they could not be sold except at a reduced price, and that in some instances merchantable fruit has been dumped in order to hold up quotations, the Chamb Commerce in Pittsburgh will an investigation. Accusations been made freely, though deni local produce men. The pe making the charges will be to prove their assertions.

***

Dairy and Food Commiss Foust has issued the foll notice to the holders of cold age eggs:—

All eggs put in storage April must be out of stor and on the market on the co sponding date in December t they were put in storage April. No eggs may be s after the cold storage t limit of eight months has pired. April is the big stor month for eggs and most of 15,000,000 reported in stor last month are expected come out during the month December. The laws will strictly enforced.

***

Hazleton, Pa., press disp state that Max Rosenthal, o firm of Rosenthal Brothers, duce dealers of Hazleton, has served with a warrant chargin with aiding and abetting in th closure of contents of tele without the consent of the s or the person to whom the sages were addressed. The rants were issued by Alde Cannon, on information sworn officials of the Hazleton Pr Co., business rivals of the R thals, and behind this charg story of business rivalry and gations of improper methods. cording to the affidavits of S dore Ritz and Cyril Boyle, me ger boys in the employ of the ern Union Telegraph Co.'s office, Rosenthal had them i employ at a weekly rate of for the former and $2 for the for the purposes complaine Messages addressed to his bu competitors it is alleged, were delivered to him, and in this ion he gained information tha abled him to make big inroad the business of the other firm. practice has been going on her some time, according to the c made, and the case will be ca to the courts in an effort to o conviction for this offense, whi ranked as a misdemeanor by laws. In the civil courts the H ton Produce Co., it is said, will seek redress and a suit for dam will be started.

ıe Beginning of the Mammoth Heinz Business and What It Stands for To-day

'he great business which, from end of the country to the other, epitomized by the single word einz," had its beginning, not so ıy years ago, in an idea—or ıer an ideal. Then far more ı now, those articles of food ch may be termed luxuries were special objects of family pride. recipes were handed down as cious heirlooms from generation generation. The "knack" of this ron or that white-haired veteran he kitchen was lauded by every tive, and stoutly defended as erior to that of all who might ture to question its title to first ition on the neighborhood roll ıonor.

'he Heinz idea packed and sealed first bottle that bore the name, the broad principles and unique hods—the spirit that now ani- es and pervades every depart- ıt of this great business, have ı largely a matter of growth. character and quality of the l were understood, but the ıre and extent of the vast har- it was to bring forth, no man ld foresee.

'he underlying purpose was ı, as it is now, to give the pub- he choicest products of the soil, prepared and packed as to offer, reasonable price, the highest inable degree of quality, pur- and cleanliness.

rom this initial root, there have ıng, naturally and logically, e far-reaching branches:

'o raise on Heinz farms and ns under Heinz supervision, ything which is packed under Heinz name.

'o raise all such products on ns located where soil and ate combine to produce the icest and finest fruits and vege- es for the particular purpose in- led.

'o make, in so far as possible, ything used in preparing and keting Heinz products, includ- materials, cans, bottles, labels boxes.

'o demand in all things pur- sed the best on the market.

'o discard everything in which most rigid inspection detects the htest flaw.

'o provide every known facility equipment which can raise or ntain quality standards, so sed and installed as to insure most perfect results.

'o secure, for every department detail of the work, the most able and efficient men and nen.

'o insure, so far as is possible, comfort, welfare and happiness all employees.

To consider at all times every thought and suggestion looking to the improvement of Heinz products, and their adaptability to the requirements of the public.

To subordinate the question of profit, considering it only in the light of safe business procedure, the solidarity of the business and the best interests of the employees.

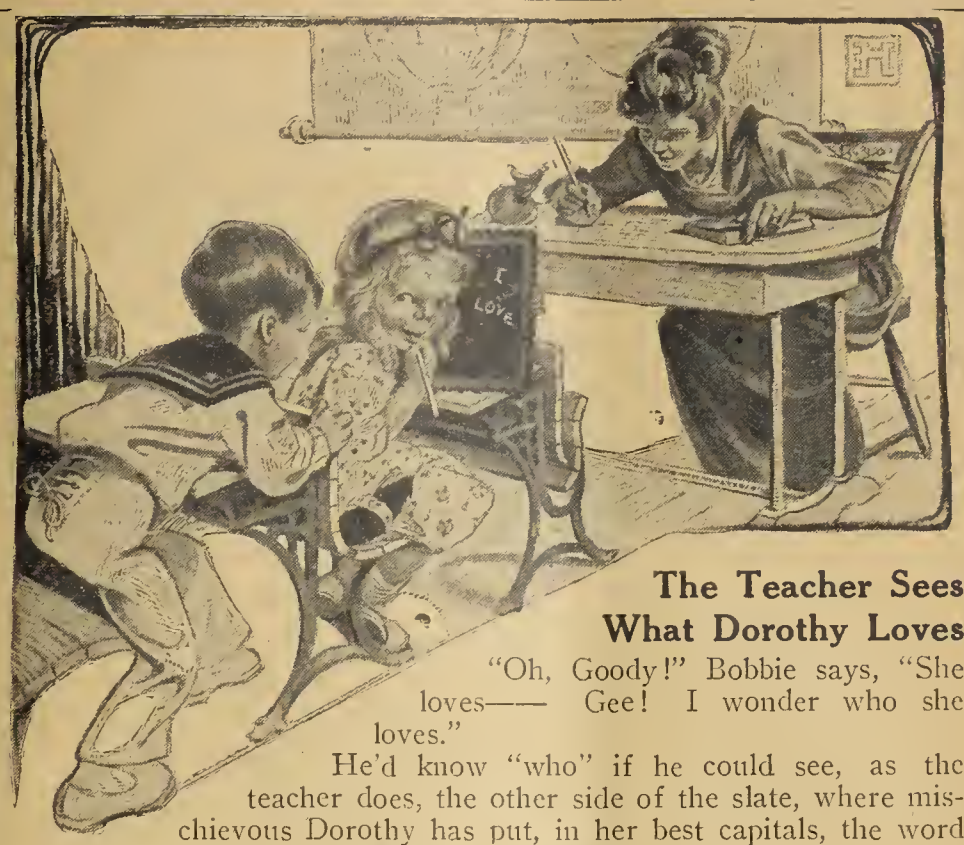
And this platform if it may so be called, having in view only those principles and policies which deserve success, has enlisted the loyal and unswerving support of the American people, and has therefore won a material success of a most conspicuous nature.

In a little garden in Sharpsburg, Pa., the house of Heinz saw its modest beginning in the year 1869. There the present head of the business devoted a small plot of land to raising horseradish, and found three small rooms in a nearby house ample space in which to put it up for the limited market to which he could introduce it.

That was forty-five years ago, and, reckoning the figures which mark the lives of great industries, a period of forty-five years is not long. Many a man is now alive who had reached the age of full manhood when the house of Heinz was but a tiny and uncertain shoot —yet now it is like the giant oak whose roots go deep and whose branches spread far.

To those whom interest or curiosity leads to the present home of "the 57" the most impressive feature of the entire business is the fact that all its operations and processes are carried forward under constant public scrutiny. The buildings are open to the people on all working days, and at all hours. More than 50,000 visitors annually come from all quarters of the globe. They come by special invitation—an invitation which is extended to every American, and every tourist from foreign lands—for those who come to see go to their homes with a comprehension of the methods employed and results obtained which word and picture can never convey.

Grouped about a spacious open court, the great buildings containing the kitchens invite the life-giving rays of the sun from dawn to nightfall, and throw open arms to the four winds of heaven. Every pure and refreshing breeze, no matter from what quarter it may spring, finds ready access. Pure air and the full light of the sun penetrate to every point where the workers ply their tasks—the fresh sweetness of the "great outdoors" everywhere meets and greets the spotless cleanliness within.



The Teacher Sees What Dorothy Loves

"Oh, Goody!" Bobbie says, "She loves—— Gee! I wonder who she loves."

He'd know "who" if he could see, as the teacher does, the other side of the slate, where mischievous Dorothy has put, in her best capitals, the word

JELL-O

What Dorothy wrote was, "I love Jell-O," and Bobbie couldn't object to that, for probably he likes Jell-O himself more than he loves any girl.

All children love Jell-O, and as it is one of those good things to eat that seem to agree with everybody, it is given to them very freely by thoughtful parents.

By the way, did you note that Jell-O received the Grand Prize (the highest award) at both of the California National Expositions last year?



THE GENESEE PURE FOOD COMPANY, LeRoy, N.Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.

You Profit—

and your customers benefit, every time you sell Rumford. Every can sold means another sale of—

Rumford
THE WHOLESOME
BAKING POWDER

RUMFORD CHEMICAL WORKS,
Providence, R. I.

N.65



No. 390.—A Cancelled Contract With Two Slants.

Here is a case which gives a little different slant on the familiar case of the merchant who signs an order for goods without reading it, and afterwards finds that it calls for more goods than he thought he was ordering. The following letter comes to me from a Pennsylvania dealer, evidently a newcomer in the retail field:—

> A salesman for a certain wholesale company called on me early last December and wanted to sell me an order. I had only started in business at the time and was rather green in regard to buying. The goods he was selling was a side line to the grocery business, which I am in, but I told him I would take a small order. So he made me up an order and handed it to me to sign, which I did without looking it over. But that night I looked the duplicate order over and found that it was much larger than I could use and also much larger than I could pay for as I had a very small business and no capital back of me.
>
> So the following day I wrote the company asking them to cancel the order. They wrote me back stating that they could not cancel the order for the reason that they had already paid the salesman his commission on same. I then wrote them again, saying that if they would cut the order down to about $10 worth of goods I would take it, and if not I could not accept it.
>
> The next I heard from them was a bill for the goods to the amount of $30, stating that they were then shipping the goods.
>
> When the goods arrived at the freight station I had the freight agent return them to the company, and I also wrote the company, stating that I had returned the goods.
>
> Some time later I received a letter from a collection agency, asking for payment, which I ignored, and still later I received two more letters from two different attorneys asking for payment.
>
> About two weeks ago the company sued me for the bill. The railroad company tells me that the goods were delivered.
>
> Now I cannot afford to pay for that amount of goods that would be in my store for years before sold.
>
> Please let me know what can be done.
>
> I have not the goods at present nor never did have them in my possession.

This correspondent doesn't say explicitly whether the salesman tricked him, as he sees it, into signing a larger order than he thought. If, for instance, it was understood that the order that was to be given was for $10, and the salesman made it out for $30, then one situation would arise.

If on the other hand the order as the salesman made it up was exactly what the correspondent intended it to be, but sometime afterward he got to thinking it over and decided he had overbought, then another and totally different situation would arise.

As both situations are interesting, consider the first one first. As I have pointed out before, there is an amazing amount of carelessness exhibited by business men of all grades in the matter of signing orders and contracts. Time and time again a paper which a buyer or a seller or a party to some contract signs, does not express what he wants it to. Occasionally this is due to fraud, but more often it is because it is not well drawn. But nevertheless, if the party who is deceived had a complete opportunity to read it over before he signed it, and neglected that opportunity, and by reason of such neglect was let in for something, he cannot complain, but must take his medicine. The law has very little time for the *business* man who signs a paper without reading it, and finds himself deceived in consequence.

There is really only one exception to this rule. If a salesman obtaining an order, or the other party to a contract, pads the order or alters the contract, and then by some subterfuge prevents the deceived party from reading it, the latter can escape on the ground of fraud. But there is no fraud in the eyes of the law when a salesman deliberately pads an order and openly hands it to the buyer to sign, believing that he will carelessly neglect to read it. That is a plain case of negligence on the part of the victim and what he got was coming to him.

So much for the first condition. Let me briefly discuss the second.

No buyer can deliberately and in full knowledge sign an order for merchandise, the order being upon some house that had never sold him goods before, and then back out of it afterwards merely because he changed his mind. An order is a contract which binds both parties unless one party (the seller) has by a long course of dealing, led the buyer to believe that he could cancel an order any time he liked.

In the case submitted to me there can hardly be but one ending to the suit. The minute this correspondent admits that he signed the order (if he was not tricked into doing it), judgment will be given against him for the claim itself, plus certain costs, to which must be added his attorney's fee.

This correspondent admits that he is green about buying. I will tell him how he can avoid such difficulties in the future, and this can also be read with profit by a great many buyers who are not green:—

1—Never order more goods than you *know,* after full consideration, that you want, for your signed order is a binding contract, and you may not be able to escape from it.

2—Never sign *any* paper, or contract or what not, without reading it slowly and caref twice and asking for an explana if any part of it needs explanat And if something is lacking wh you think should be in, never the other man's word that: "th all right; we understand each o on that." Insist that it go in paper and don't sign it til does.

(*Copyright, November, 1916, by Elton J. Buckley.*)

Question: * * *, Gettysburg, —On April 1, 1912, I bought f my landlord the stock and fixt of the store I am now conduc He has become very anxious to back into business and claims my lease runs out April 1, 1 while I claim it is good till Apr 1918. Will you kindly inform through the "Modern Merchant Grocery World" who is right.

I hereby submit that part of lease word for word that refe the length of time:

"It is hereby mutually agreed the party of the first part hereto rent the storeroom, wareroom cellar now occupied by him grocery store where above s of groceries and fixtures are loc to the party of the second part the time that possession of the cery business is given, to the of April, 1913, with the privileg the party of the second part re ing this lease from year to yea a term of not more than 5 years

Would prefer to have my withheld if not contrary to rules.

Answer.—This lease autom ally renewed itself on April 1, for one year, not for five y And it automatically renewed again on April 1, 1914, for one and so on. The last automati newal was on April 1, 1916, a was until April 1, 1917. The l lord is right. If he wishes to you the customary three mo

One of the Best Sellers

¶ From Portland, Maine to Portland, Oregon,

Fleischmann's Yeast

will be found on sale a the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and de pendable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

ːe, prior to April 1, 1917, he can you on that date.

ɪTE.—Requests for information in department should tersely set out ll all the facts bearing on the case, all questions should be carefully ed to avoid misconstruction. Write ne side of the sheet only. Letters ld be received at this office not than Tuesday of each week, to en- an answer in the Monday's issue wing. The signature and address he writer must accompany all in- es, and will be published un- there is a request not to do so. All iries received will be answered out charge. Address all communi- ns to Legal Editor "Modern Mer- t and Grocery World."

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he Week's Dry Goods Business.

Iarshall Field & Co., in their kly review of the dry goods e, say:—

Wholesale dry goods deliver- s for the current week have ːen running ahead of the cor- ːsponding period of a year go.

Notwithstanding the factor f a national election, road ıles for both immediate and ıture shipment have been in xcess of 1915, indicating that etailers have confidence in the ɔntinuance of good business.

Merchants attended the mar- et in smaller numbers in the arlier part of the week, which s accounted for by the interest ı the ballot.

Collections continue good.

The market on domestic cot- ɔns is very firm.

---

e Real Truth of a Mail Or- der Tea Bargain at Sixty Cents Per Pound.

ɔert Examines and Prices Some of ıe Tempting Tea Grades Offered y Mail. Some of the Grades Not it for Ordinary Consumer at All.

Touching the honesty of the ims made by mail-order houses the goods they offer "at whole- e prices" to consumers, we have ːn furnished with a comparison ween certain advertising of tea one of the large mail-order ıses, and an expert appraisement this very tea, some of which was ıt for.

Following is the claim and the ıth:—

THE CLAIM.

TO SOAP CLUBS.

Per 1-pound can 60c. Teas, per ½-pound can, 35c.

These teas are uniformly of superior quality. They are tested and selected by our own tea expert, and meet the un- qualified approval of the most discriminating tea users.

YOUNG HYSON TEA.

A mild sweet-drawing, green Chinese tea of light but distinctive flavor.

THE TRUTH AS RE- VEALED BY AN EX- PERT'S EXAMINATION.

Young Hyson.—This tea is worth at the present time about 13½ to 14 cents. It is a tea only suitable for lumber camps and logging camps and is not suitable for consumption in the household and is not sold to the household tea buyer in the Northwest. We buy these teas and only offer them to the lum- ber and logging trade, who will have to pay this year 14½ to 15 cents. For the last ten years they have paid about 11½ cents for this grade of teas. The market is higher this year and last year than it has been for many years, due to the conditions.

THE CLAIM.

GUNPOWDER TEA.

A superior quality of mild- flavored, sweet, green tea. De- rives its name from the peculiar shape into which the leaves are rolled.

MIXED TEA.

Imported teas of choicest growth, mixed in right propor- tion to produce a superior blend.

BLACK FORMOSA OOLONG TEA.

Leaves of superior growth, imported from the island of Formosa. Delicate in flavor with the flowery fragrance that is a distinguishing feature of Formosa Oolong.

GREEN JAPAN TEA.

Of rich quality that appeals to all who prefer a mild, sweet drawing Japan tea.

UNCOLORED JAPAN TEA.

Basket fired. A sweet draw- ing Japan tea of mild flavor and rich quality.

THE TRUTH, ETC.

Basket Fired Japan.—This tea is worth if first crop, 22 cents; if second crop, 21 cents, and if third crop, about 19½ cents. I should judge this tea was probably second crop tea worth, as I stated above, about 21 cents a pound.

The costs that we have given you are the costs that it would take to import these teas this year.

I presume the Basket Fired Japan tea would retail at from 35 to 40 cents a pound.

In other words, the mail-order house was on some of the above grades more than doubling its money, and on no grade was it mak- ing less than 100 per cent. gross.

Cleanliness and Freshness

are assured your crackers and coffee when you use

Heekin Heavy Duty Steel Cans

These cans are sturdily built, will withstand knocks and jars and protect and preserve crackers and coffee far better than any other containers.

They present a handsome appearance, being attrac- tively painted or laquered with your name and address.

For coffee

they keep out dust and dirt and keep the aroma and freshness in.

Size 15½ x 20¾ in.

For crackers

they prevent over-moist- ure, keep the contents crisp and clean.

Size 15½ x 27¾ in.



Write us for sample

The

Heekin Can Co.

New and Sixth Streets

Cincinnati, Ohio

"Heekin Can since 1901"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Le- mont, Ill.

Buckeye Aluminum Co., Wooster. Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washing- ton St., Muncie, Ind. (21)

Household Specialties.

Singer Brothers, 82 Bowery, New York City. Write for catalogue.

United Royalties Corporation, 1133 B, Broadway, New York City (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City

THE SCIENCE OF ADVERTISING

Mr. H. L. Werkeiser, Hazleton, Pa., sends in a paper bag on which he has had an advertisement printed. It is hard to do good printing on a paper bag, for the paper is usually rather rough, and if the printing is done after the bag is made up, as is usual, it is very difficult to make a good job. The bag sent is a small affair. I suppose a 2 or 3-pound bag. Here is the reduced reproduction of it:—



Of course this "You'll Look a Long Way" is a stock cut that is sold to retail merchants to be yoked up with any advertisement that can be written around it. As readers hereof know, I haven't a very high opinion of stock cuts—a good snappy headline fitted to the particular advertisement is as good or better, I believe.

This is pretty poor printing, though possibly as good as a great many paper bag advertisements. To begin with, I notice that the printer has put an "h" in Mr. Werkeiser's name. This is pretty nearly inexcusable, it seems to me. A printer who is so careless as to misspell the name of his own customer in printing which he turns out is pretty near the limit. Also I notice that he has printed the line beginning "before you, etc." so carelessly that the tops of the letters don't show, and I would not have been able to read the words at all if Mr. Werkeiser hadn't written them in in pencil. I wonder if he wrote them in for all his customers. I think this is also pretty nearly inexcusable, even admitting the difficulties that usually attend the printing of paper bags.

* * *

Outside of the typographical features of this advertisement, is it a good advertisement? Of course nothing but general advertising can very well be put on a paper bag, which is usually printed up ahead. For instance, you can't advertise a one week's bargain or anything like that. But on the other hand, you could advertise some particular brand of goods that you wanted to feature, like your own brand of coffee or tea. If I had any such thing I should always prefer to give this advertising to it, rather than give it to general advertising like this, that is really worth little or nothing. I don't consider that this advertisement of Mr. Werkeiser's, even if it could be read, is really worth anything at all. It is one of those platitudes that people see duplicated so often that they pay no attention to it. If I were Mr. Werkeiser, I should pick out some goods that I would like to increase the sale of, and I should give them all this sort of advertising that I could.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Want New Plan Adopted for Selling Future Eastern Canned Goods.

The W. N. Clark Co., of Rochester, N. Y., has issued the following statement regarding the usual methods of selling California canned fruits, salmon, etc.:—

> Dear Sir:—The writer has been considering very deeply the selling methods on future canned goods as used by the California packers, pineapple packers and salmon packers. They are much superior to th methods used by the Easte packers, and I believe we ca again take a lesson from th West.
>
> I refer to the selling of f ture fruits, subject to buyer approval of opening prices an deferring the naming of th prices until they know pa prospects.
>
> The effect of this policy the buyer is a good one. does not give him months shop around and pit one pack against another. He books h order subject to the prices an when prices are made he h to say yes or no, and if th prices are reasonable he more liable to say yes. In fa it makes him glad to get th goods. It changes their po tion and puts the control of th selling in the hands of th packer, where it belongs, rath than in the hands of the jo ber. It puts the "shoe on th other foot."
>
> Of course, when special work is done, this policy cann be adopted, but, as you a aware, the volume of fruit so on specialty work is sligh The main volume is under th buyer's label for our full li such as strawberries, cherri raspberries, pears, plums an apples. I believe all these iten could be sold under such policy. I believe also that fro the experience in the past se son that most canners will in the mood of the writer, an would welcome such a policy
>
> I do not believe that serio objection would be made to th change by the jobbers, wh have often stated that they d not believe in buying future At any rate, they are appa ently satisfied with this metho as their purchases of Californi fruits are certainly muc heavier than they are on Eas ern fruits.
>
> I would like to see this ma ter agitated among the Ne York, Michigan, Oregon an Washington packers. I woul like to see some recommenda tions from the Fruit Sectio of the National Canners' Asso ciation and do not know of better time than the preser one to have same agitated.
>
> As it is now, with our pres ent method of selling future on the average of years, w are sure to lose. Competitio in selling futures is so kee that they are sold on a ver close basis on a minimum o profit, so that if you do get fai crops you get but a norma profit. Then, there are year when you lose heavily, making the average against you. Th chances to lose are greater that the chances to win.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

When You Want Goods, You Want Them

Our experience with retailers is that when they sign a specialty order in good faith, really meaning to take the goods, as most retailers do to-day, they want the goods just as soon as they can get them.

There is no way to get them which is as prompt and quick as to sign only orders that bear either one or the other of the stamps shown above. Practically all such orders are promptly filled by jobbers to-day because the manufacturer guarantees them to be good orders.

If you sign a specialty order which has no stamp on it, you may get your goods and you may not. Or you may get them long after the desire for them has evaporated.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound: 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen. 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.
W. H. MYERS,
Horseheads, N. Y.

Offer No. 141.

For sale, about 12 cases, assorted size cans, 20c. to $2.25, U-Auto Varnish; can be applied with a cheese cloth; exterior and interior, at 40 per cent off retail list. W. H. KISSINGER,
Wiconisco, Pa.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.

"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS,
415 Curtin St., South Williamsport, Pa.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed Puddine, 10-cent packages, at 6 cents per package.

60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent cakes, at 3 cents per cake.

25 cakes Enoch Morgan's Sapolio, 5-cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5-cent cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster, Pa.

Offer No. 148.

Have on hand an Enterprise Counter Coffee Mill, two 19-inch drive wheels; have no use for it, am using electric mill. Also some Wm. Wrigley's Scouring Soap. Make offer.

SNADER & CO.,
Adamstown, Pa.

Offer No. 149.

10 cases Cruiser Brand No. 3 California White Cherries, at $2.

15 cases No. 2 California Apricots, Sweet Briar Brand, 75 cents doz.

WITMAN BROS.,
Harrisburg, Pa.

Offer No. 151.

Five dozen Ladies White Fine Ribbed White Fleeced Pants, size 36, Setsnug brand (6¾ lbs. to dozen on size 36), at $4 a dozen, f. o. b. Palmyra, Pa.

THEO. E. LERCH,
Palmyra, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock. 51 N. Second St., Philadelphia, Pa. tf

FOR SALE OR RENT

STORES.

FOR SALE.—Wishing to retire from the retail grocery business, I offer for sale my two stores, located at 1901 Orthodox street, Frankford, Philadelphia, and Jasper and Tioga streets, Philadelphia. Stores doing from $375 to $500 cash business weekly. Excellent chance for a live one. Apply A. Ivison, Jasper and Tioga Sts., Philadelphia. 23

FOR SALE OR FOR RENT.—Large store and cellar, 20 x 40, on a main street; good location for a cut price grocer. At present doing about $800 a week, but could easily be increased, as present owner cannot devote entire time to it. Address S. T., care Grocery World Publication Co., 927 Arch St., Philadelphia. 23

MISCELLANEOUS

FOR SALE.—Top truck body, with panel sides, two doors in back, with big oval glass in each door; first-class condition; fits any Ford chassis; very cheap if sold at once. Apply O. H. Heffner, Fleetwood, Pa. 23

Well-Lighted Store Windo

Electric Light will illumi nate your show windows far more attractively than those of your competitors Whether you keep your store open at night or not your windows should be lighted with one or more brilliant Electric Fixtures Hundreds of people pass your store every night—but they will never give you or your business a thought unless you have well-lighted show windows to attract their attention.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS



They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO

Hancock and Columbia Ave., Philadelphia, Pa

This Space Reserved

for

C. Wilkinson's Sons

There is really only one question about nationally advertised goods. Everybody agrees that they sell better than any others, because the manufacturer has created a demand for them which with unknown brands must be created by the retailer.

That one question is profit—do they pay a sufficient profit? Have you been foolish enough to say, because a few nationally advertised brands pay insufficient profit, that you will turn against all nationally advertised goods as a class?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, NOVEMBER 20, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	7
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	21
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Candles
Paper
Cheese
Eggs
Flour
Cereal Specialties, Quaker Oats C
Fresh Fish
Nuts
City Pure Lard
Dressed Meats

DECLINES.

Vinegar

—1—

SUGAR.

	Barrels.
Cut Loaf	8.80
Eagle Tablets	9.65
Crystal Dominoes, 24 5-lb. pkgs	10.65
" 60 2-lb. pkgs	10.65
Patent Cubes	8.15
Confectioners' Lozenge	7.80
Powdered	7.75
Fruit Powdered	7.65
Dessert and Table, 2-lb. cartons, 48 lbs.	7.95
Granulated, fine or standard, McCahan	7.70
" " Franklin	7.70
" extra fine, bbls	7.65
" " 2-lb. bags	8.05
" " 5-lb. bags	8.05
" " 10-lb. bags	7.95
" " 25-lb. bags	7.95
" " 100-lb. bags	7.65
" coarse	7.80
Confectioners' Crystal A	7.65
A Confectioners'	7.55
A No. 1	7.50
A No. 2	7.45
Franklin B	7.30
Extra C	7.05
C	6.90

TEA.

	Per lb.
Formosa—	
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.38
Firsts, ¼ chests	.31
Extra seconds, ¼ chests	.25 -.26
Seconds, new, ¼ chests	.21
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.31
No. 1, extra quality, 20-lb. boxes	.34

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I. and C.	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin 1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin 2.70

—2—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Lipton's Tea, 25 and 50-lb. cases—			
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls ... per doz.	.75
Mica, ¼ gross ... per gross	8 50

BAKING POWDER.

	Per case
Rumford Yeast Powder—	
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz ... per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

	Per doz.
Mason's—	
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	.70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23
Mocha Seed Santos, extra fancy	.14
Caracas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20¾
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17½
Santos, extra fancy	17½
Rio, Golden, extra fancy	.15¾
Rio, prime	.14¼

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (f. o. b. N. Y.)	18.00	18 10
Seven Day (f. o. b. N. Y.)	14 75	14 85

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	.....
Tomson-Hummels, tin, ½ gross ... per gross	2.60
" imp., ½ gross ... "	2.15
Floto's, improved, ½ gross ... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 3 doz	2.60
" No. 3, 3 doz	4.10
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—
Creamery specials
" extra, 60-lb. tubs
" first, " "
" second, " "
" third, " "
" dairy, extra, bakers' use, 30–60 lbs.
" 5 and 10-lb. rolls, 60 and 100-lb. boxes ...

Print Butter—
Gurnse, lbs. and ½ lbs.
Awltru
Honebe
Star or S. D., 1 lb., 20–50 lb. bozes
B. B., E. D., 20–50 lb. boxes
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes
Sheaf ("400"), Elgin, 20–50 lb. boxes
Sheaf
White Rock

CANDLES.

P. & G., 8s, 30 lbs.
" 16s, 30 lbs.
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
Searchlight, hotel, 16s, 30 lbs.
Peerless, hotel, 16s, 30 lbs.
Bright Light, 16s, 30 sets to box ... per box

JARS AND JAR RUBBERS

Mason's—
Half gallons
Quarts
Pints
"Good Luck" Rings—
Case lots of 12 gross
Less case lots
Jar Rubbers—
Double lip, wide, 1 doz. cartons
Single lip, wide, 1 doz. cartons
Acme, wide, 1 doz. cartons, 5 gross boxes
" medium, 1 doz. cartons, 5 gross boxes
Lightning, pure rubber, bulk
Reliable, white rubber, wide
" " medium
Black rubber, medium
25-lb. lots 1 cent per lb. less.
Jar Tops—
½-gross boxes, no rubbers
Jelly glasses, fluted, bbls. 24 doz. ... per doz.

CATSUP.

Snider's—
16 oz., 2 doz
8 oz., 2 doz
Ritter's—
Tomato, ½ pint, 2 doz
Tabasco, ½ pint, 2 doz

KETCHUP.

Curtice's "Blue Label," Tomato—
Small, 25 bottles
Medium, 25 bottles
Large, 12 bottles

—5—

CANNED GOODS.

ans—
... 1.00
., No. 2 ... 1.20
ell's, 16 oz., tomato sauce or Boston ... per case
s, No. 2 ... 1.40
mp's, No. 2 ... 1.40
ank's, No. 2 ... 1.35
, No 2 ... 1.40
Head, No. 3 ... 1.45
, No. 1 ...
s—
rd, New Jersey, No. 3 ... 1.20
Maryland, No. 2 ... .80
" No. 3 ... 1.10
ns—
rd, New Jersey, No. 2 ... 1.15
Maryland, No. 2 ... 1.20
small, No. 2 ... 1.65
ans—
rd, New York, No. 2 ... 1.10
ancy, New York. No. 2 ... 2.00
New York, No. 2 ... 1.50
rd, Maryland, No. 2 ... .60
ney Beans—
rd, New York, No. 2 ... 1.00
Maryland, No. 2 ... .85
Illinois, No. 2 ... 1.00

rd, New York, No. 2 ... .90
New York, No. 2 ... 1.00
rd, Maryland, No. 2 ... .85
Maine, No. 2 ... 1.25
Maine, No. 2 ... 1.25
eg, No. 2 ... .85
grain, No. 2 ...

rd, New York, No. 2 ... 1.15
New York, No. 2 ... 1.50
ifted, New York, No. 2 ... 2.00
rd, Southern, No. 2 ... .85
Southern, No. 2 ... 1.00
ifted, Southern, No. 2 ... 1.40
rd, Indiana, No. 2 ... .85
Indiana, No. 2 ... 1.00
ifted, Indiana, No. 2 ... 1.40
rd, Wisconsin, No. 2 ... 1.10
Wisconsin, No. 2 ... 1.40
ifted, Wisconsin, No. 2 ... 2.00

rd, New York, No. 2 ...
" No. 3 ... 1.25
New Jersey, No. 2 ...
" No. 3 ... 1.10
—
rd, New York, No. 2 ... 1.00
New York, No. 2 ... 1.25
rd, Maryland, No. 2 ... .95
Michigan, No. 2 ... 1.20
s—
No. 2½ ... 2.00
n, No. 2½ ... 2.20
No. 2½ ... 2.50
No. 1 ... 2.25
s—
rd, New York, No. 3 ... 1.00
New Jersey, No. 3 ... .85
—
rd, Maryland, No. 3 ... 1.05
ut—
rd, New York, No. 3 ... .80
Maryland, No. 3 ... .70

California Canned Fruit.

—
No. 3 ... 2.75
No. 2½ ... 2.25
Standard, No. 2½ ... 1.90
rd, No. 2½ ... 1.75
Pears—
No. 3 ...
No. 2½ ... 2.50
Standard, No. 2½ ... 2.30
rd, No. 2½ ... 2.15
herries—
No. 3 ...
No. 2½ ... 2.90
Standard, No. 2½ ... 2.75
rd, No. 2½ ... 2.40
Lemon Cling, Sliced—
No. 3 ... 2.95
No. 2½ ... 2.00
Standard, No. 2½ ... 1.75
rd, No. 2½ ... 1.50
Lemon Cling—
No. 3 ... 2.95
No. 2½ ... 2.00
Standard, No. 2½ ... 1.75
rd, No. 2½ ... 1.50
Yellow Crawford—
No. 3 ... 2.80
No. 2½ ... 2.00
Standard, No. 2½ ... 1.70
rd, No. 2½ ... 1.40

Eastern Canned Fruits.

York State, No. 3 ... .90
" No. 10 ... 2.75
ries—
up, No. 2 ... 1.35
er, No. 2 ...
—
Wax, light syrup, No. 2 ... 1.35
heavy syrup, No. 2 ... 1.50
—
No. 3 ... 1.35
is, No. 3 ... 1.15
o. 3 ... .85

tt, Extra Standard, No. 2½ ... 2.00
, syrup, No. 3 ... 1.25
water, No. 3 ... .90

syrup, No. 2½ ... 1.25
syrup, No. 2½ ... 1.00
ies—
, In water, No. 2 ... 1.40

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Strawberries—
Extra preserved, No. 2 ... 1.80
Preserved, No. 2 ... 1.60
In water, No. 2 ... 1.20
Pineapples—
Hawaiian, Extra, No. 2½ ... 2.15
" Standard, No. 2½ ... 1.90
" Extra, No. 2 ... 1.45
" Standard No. 2 ... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	6.00
" No. ½, flat, 4 doz	3.10
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.85
" medium red, tall	1.60
" pink, No. 1, tall	1.00
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	26.00
Boneless and peeled, ⅛s	26.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ⅛s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s. key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	18.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	17.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	16.00
Sea Pearl, ¼s, olive oil, 100	14.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
⅛s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

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CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	23.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.37½
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.37½
No. 2, 1 doz	4.45
Kingan's—	
No. 1, 2 doz	2.75
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 3½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 2 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s ... 30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	.....
" No. 1	.....
Turkey, No. ½	.....
" No. 1	.....
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups—Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 3 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ... case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ... per lb.	.21
American Milk, 5c. pkgs., 24 to box	.85
" 10c, pkgs., 12 to box	.85
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ⅛-lb., ¼-lb., ½-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ½-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ½s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ½s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ½-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ½s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ... per box	1.6

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 3 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56
Van Houten's —	Per tin
Cocoa, 12-lb boxes 1-lb. tins	.65
" 12-lb. boxes ½-lb. tins	.36
" 6-lb boxes, ¼-lb. tins	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No 3 10c. size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 1 -lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5 0 rolls	5.00
Stock No 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5 per carton of 3 rolls, 10 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets. 4½x5, 100 rolls	5.25
Scot Tissue Folded Towels, 11x15, 150 to carton, 5 cartons	7.00
Scot Tissue Roll Towels, standard size, 1 x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.85½	¼ lb	.71
½ "	1.02½	½ "	.85½
1 "	1.37	1 "	1.14
2 "	1.81½	2 "	1.52
3 "	2.16½	3 "	1.81½
4 "	2.68	4 "	2.23
5 "	3.08	5 "	2.56½
6 "	3.70	6 "	3.13½
7 "	4.1 ½	7 "	3.42
8 "	4.39	8 "	3.65½
10 "	4.96	10 "	4.13
11 "	5.64½	11 "	4.70
12 "	5.81½	12 "	4.84½
14 "	7.35½	14 "	6.12½
16 "	7.80½	16 "	6.55½
20 "	8.83½	20 "	7.36
25 "	9.74½	25 "	8.12
30 "	10.43	30 "	8.69
35 "	12.08½	35 "	10.07

Manilla— All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	1.25
20x30, "	
24x36, "	1.80
Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.25
Toilet—	Per case
Extra quality, 100 rolls	
Good quality, 200 rolls	3.50
Butter, Wax—	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	93	.78
½ "	10M	1 12	.93
1 "	8M	1 50	1 25
2 "	6M	2 00	1.67
3 "	5M	2.37	1 98
4 "	4M	2 94	2 45
5 "	3M	3 38	2.81
6 "	3M	4 13	3 44
8 "	2M	4 82	4 01
10 "	2M	5.46	4 54
12 "	2M	6 39	5 32
14 "	1M	8 08	6 73
16 "	1M	8 64	7.20
20 "	1M	9 71	8 09
25 "	1M	10.74	8.93

Flour Sacks, satchel bottom— Majestic Extra Heavy	Plain per 100
12½ lbs., 1/16 bbl	.68
24½ lbs., ⅛ bbl	1.40
49 lbs., ¼ bbl	2.18

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No. 1 Manilla, light weight—	Per lb.
12 in. rolls	.06⅜
15 "	.06⅜
18 "	.06⅜
20 "	.06⅜
24 "	.06⅜
Silk Fibre, No. 1—	
9 in. rolls	.07½
12 "	.07½
15 "	.07½
18 "	.07½
20 "	.07½
24 "	.07½
30 "	.07½

CONDENSED MILK.

	Per case
Eagle, 4 doz	7.35
" 2 doz	3.70
Challenge, 4 doz	5.40
Magnolia, 4 doz.	6.05
Dime, 4 doz	4.55
Baby, 1 doz., glass	2.25
Peninsular, 4 doz.	5.50
Star, 4 doz	6.05

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.50
" " small, 6 doz	3.40
" " family size	.05
Silver Cow, small, 6 doz	3.40
St. Charles small, 6 doz	3.40
" tall	4.50
" confectioners' size	4.25
Pearl, tall	4.50
" small, 6 doz	3.40

HIRES CONDENSED MILK



	Per case
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Cocoanut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.12
Graham Wafers	.13
Grandma Cookies	.12
Honey Jumbles, XX	.14
Iced Honey Jumbles	.15
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.14
Spiced Wafers	.12
Sugar Cookies	.12
Water Crackers	.09
	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18
Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5 00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.11	.11½
Oyster Crackers	.11	.11½
Wine Scroll	.13	.13½
Cracker Dust	.11	.11

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz. 1.40
" " with horseradish	"
" large, 1 doz	" 2.00
" " with horseradish	"

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Wein Senf, bbls	per gal.
" 1-gal stone jars	per jar .85
" 5-gal. kegs	per keg 3.50
Prepared Mustard, bbls	per gal.
" 15-gal. kegs	"
" 10-gal kegs	"
" 5-gal. kegs	per keg. 1.75
" 2-gal. pails	per pail .90
" 1-gal. pails	" .50
Prepared Special, with spoon, 2 doz	per doz. .95
" sifting top, 2 doz	" .46
" with horseradish, 2 doz	" .97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf,	less
Sap Sago, 3 to lb	cask, per lb.
" "	less than cask, "
Roquefort	12 in case, "
"	less than case, "
Parmesan, about 30 lbs	loaf, "
"	less than loaf, "
Edam, 12 in case	case
"	single
" in tin	per lb.
" 1-lb. tins	per case
Camembert, domestic, wood boxes	per doz. 3.00
" Autocrat brand, large	"
" " medium,	"
Sap Sago, grated, ready for use, 10-oz bottles,	per doz. 2.25
Parmesan, grated, ready for use, small bottles,	per doz. 2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase	per doz.
American Swiss, No. 1	loaf
" No. 1	less than loaf
" square loaves, No 1, about 25 lbs. each	per lb. .29
Limburger, No. 1	box and ½ box .19
" No. 1	less than ½ box .20
Pinxter, from Holland, in tins	per doz. 2.60
Muenster	per lb. .23
Brick, No. 1	"
English Dairy	" .24
Pineapple, picnic size, 6 in box	per box 3.00
" em size, 6 in box	" 2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4 50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 5 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight,	per lb.	
Pate de fois Gras, small	per doz.	3.00
American—	50 and 100-lb. boxes	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, pl in	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4 80
" " " quart	5.75
" " " 10-oz	2.50
" tumblers	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb pails	" 1.45
Beef Salad, in glass	1 00

Holland and Scotch Herrings.

Holland—		
Mixed Y. M. 5 keg lots	per keg	1.35
Milkers, Y. M	"	1.50
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		12.75
Milkers, " bbls		
" " ½ bbls		

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Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb
Matjes Herring	piece

Bismarck Herring.

Round tins, with key, pint	per doz
" " quart	per tin
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz	

Russian Sardines.

Imported, Wallkoff brand	per ke
" 5-lb. pails	per pa
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per ke
Russian, in glass jars	per doz

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz
Original package	per ½ bb
Repacked, 5-lb pails	per pa
" 10-lb. pails	"
" 5-gal. kegs	per ke
" ½-lb. flat tins	per doz
" ½-lb tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anke
Repacked, kegs, about 8 lbs	per ke
" pint jars	per doz
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per doz
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular

60-gal. casks, about 2000	per cas
50-gal. bbls, about 1200	per bb
15-gal. kegs, about 500	per ke
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pa

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long

60-gal. casks	per cas
48-gal. bbls	per bb
10-gal. kegs	per ke
5-gal. kegs	"
10-lb. pails	per pa

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per l
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bund
Basler Lebkuchen, No 1, 6 in pkg.,	"
" No 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb tins	per t
" small tins	"

Pickles and Onions in Vine

Mixed Pickles and Chow-Chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs	per b
Green Kern	per l
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases small, medium or large cans	
Pierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per do
" Club, 2 doz	"
Red Edam	eac
Philo Cream, 1 doz. 10c. size	per do
Elkhorn Pimento, 1 doz	"

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

Staple Paste, 5-lb. cans.....per lb.	.33
s, in oil, 6 ring bottle.....per doz.	6.50
" 3 ring bottle. ..... "	3.25
Nonpareil, ½-gal. kegs.....	1.25
quart, glass.....per doz.	7.50
bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
Ginger, large pots, 6 to case...per case	.....
medium, 12 to case ... "	.....
small, 24 to case ..... "	.....
in Maraschino, glass, 1 doz.. "	7.00
owder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
owder, pints ..... "	3.75
4 oz ..... "	2 40
2 oz ..... "	1.50
eas, extra fine .....per case	21.00
's Irish Oatmeal—	
ins .....per doz.	3.75
ins.....per tin	.75
ans ..... "	1.75
& Palmer's Biscuit, packed 7 and 5 in a can—	Per lb.
Beurre.....	.33
.....	.42
ast.....	.42
per, ring. pints .....per doz.	1.25
" ½ pints..... "	.60
ie jars. 4 doz.....	1.75
e Marquett Mushrooms—	Per case
hoice.....	42.00
, 100 tins.....	39.00
100 tins.....	36.00
—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
, pickled, small size.....	.90
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
ted Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
ice, Rose's..... "	5.00
ose Water..... "	2.25
each Water..... "	2.25
olives..... "	5.25
nco-American Food Co.—	Per doz.
s for invalids, all kinds, ½ pints, 4 doz.	1.40

LLON CUBES AND LIQUIDS.

Bouillon Cubes—	
1, 100 cubes.....	1.70
50 cubes.....	.90
oz. tins, 12 cubes each	2.75
Clam Bouillon—	
bottles, 1 doz.....	3.75
Tomato Bouillon—	Per doz.
ottles.....	6.00
bottles	9.00
1 jugs.....each	2.75
Oxo Cubes—	Per doz.
10c. size.....	.85
, 25c. size.....	2.00
100 cubes.. .....per 100	1.65
's Beef, Clam and Chicken Cubes—	
boxes, 12 cubes, 1 doz.....	2.50
m boxes, 50 cubes .....per tin	.90
boxes, 100 cubes ..... "	1.70
's Concentrated Bouillon—	
size 2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
16, ½ doz.....	25.00
's Tomato Bouillon—	
s, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

's Solid Extract of Beef—	Per doz.
size 2, 1 doz.....	4.45
4, 1 doz.....	8.20
8, 1 doz.....	15.90
16, ½ doz.....	29.75
's Fluid Beef Extract—	
s, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
a	10.75
idas	11.30
edal	10.75
rne	10.85
.....	11.10
y's Best.....	10.75
Idem	9.35
f the West.....	9.60
n	9.50
.....	10.45
al.....	9.25
White	10.85
's Best.....	10.45
Imperial.....	10.50

Prepared Flours.

	Per case
a Prepared Doughnut, Cake, Ginger-ad and Tea Biscuit Flour—	
14-oz.....	1.44
28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.48
Jerry Buckwheat, 36 2s.....	3.00
Pancake, 36 2s	3.00
18 pkgs	1.75
emima Buckwheat, 36s.....	3.25
Pancake, 18s.....	1.65
uckwheat Mixture, 30 10c. cartons.....	2.25
'ancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.07¾
New York State Marrows, new, bags about 2½ bushel.....	7.80
Pea, fancy, new, bags about 2½ bushel.....	.....
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic, 1 bushel bags.....	4.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.60
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.62½
" " table, 100 lbs.....	2.60
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.....per bag	2.65
Grits, 100-lb bags..... "	2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	4.20
No. 3, 100-lb. bags.....	4.20
Oatmeal—	
B, bbls.....per bbl.	6.82
B, 100 lbs.....per keg	3.55
Rolled Oats—	
Avena, 180 lbs.....per bbl.	6.45
" 90 lbs .....per keg	3.35
" 90 lbs.....per sack	3.13
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 10c size, 36 pkgs .....per case	2.75

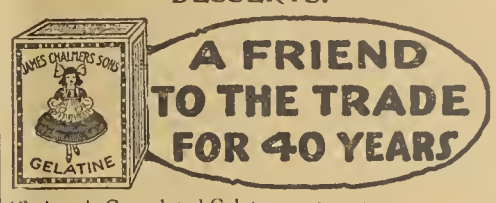
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1.65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs.....	1.30
Drinket, 12 cans to case	2.20
Cream of Barley, 36 pkgs.	4.35
" 18 pkgs.	2.20
A. B. C. Pearl Barley, 18 pkgs.....	1.35
A. B. C. Barley Pancake Flour, 18 pkgs	1.35
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.75
" " no china 20s.....	3.95
" tins, 36s	4.00
Quaker Oatmeal, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg asst., 20s.....	4.75
" " no china, 20s.....	3.95
" " aluminum asst., 20s	4.80
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.90
" yellow family, 10s	1.90
Quaker F. S. Hominy, pearl or gran., 24s	1.90
" " 10s	1.90
Mother's Hominy, pearl or gran., 24s.....	1.90
" Cornmeal, No. 2, white, round. 24s.....	1.90
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.90
Pettijohn's Breakfast Food, 18s.....	2.75
Quaker F S Farina, 24s.....	1.90
Saxon Wheat Food, 24s	3.35
Mother's Wheat Hearts, 18s.....	2.50
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.95
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30

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Sundries—	
Pettijohn's Bran Flour, 20s.....	4.75
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.90
Schumacker XXX Graham, 10 10s-20 5s..	4.95
Scotch Brand Pearl Barley, 24s.....	1.90
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freibofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



	Per doz.
Chalmer's Granulated Gelatine, 15c size—	
Per doz., 4 pts.....	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz., 4 pts	1.00
5 gross lots, with 3 doz. free.....	60.00
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

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	Per lb
Freiholer's—	
Elbow Macaroni, 36 1s.....	.11
Straight Macaroni, 36 1s.....	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s.....	.11
Elbow Spaghetti, 36 1s.....	.11
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s..	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1...	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2...	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3...	320-360	.....	.....	.....	.....
Ex. Norway, No 4...	400-450	.....	.....	.....	.....
Ex. Norway, No. 5...	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1....	150-170	28.00	14.60	7.50	1.65
Ex Shore, No. 2....	20 -240	27.00	14.10	7.25	1.60
Ex Shore, No 3....	290-340	.....	.....	.....	.....
Ex Shore, No. 4....	390-440	.....	.....	.....	.....
Fat Irish, No. 2....	300-350	28.00	14.60	7.50	1.65
Fat Irish, No. 3....	350-400	27.00	14 10	7.25	1.60
Sum. Irish, No. 4 ...	400-450	.....	.....	.....	.....
Sum. Irish, No. 5....	460-500	.....	.....	.....	.....
Large Cape Shore...	100-120	20.00	10.60	5.50	.25
Med. Cape Shore....	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Shore, round, large.....	8.00	4.60	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	....	.....		.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.20
Bass Native	-....
Salmon, fresh.....	-.15
Eastern Cod	-.14
Croakers	-.09
Large Hake	.06 - 09½
Haddock	-.09
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.10
Eels	-.12
Rock Fish.....	-.15
Lobsters.....	-.45
Flounders	- 09
Large White Perch	-.15
Sea Bass	.08 -.16
Blue Fish.....	.18 -.20
Porgies.....	-.08
Fresh Mackerel.....	-.30
King Fish	- 09
Weak Fish	.08 -.12
Butter Fish.....	.07 -.12
Tile	-.09

Steak Fish ½c. per lb. additional

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2.....	"	1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.....
" 50 pkgs	.09¾
Apricots—	
Crown, 25 lbs.	.12
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.08½
Phoenix, fancy, 25 lbs	.08½
Pears—	
Fancy California Bartlett, 25 lbs., G. & S	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.15¼
Lemon Peel, 10 lbs	.15¾
Currants—	
Knighthood, 40 pkgs	.16½
Valca, 24 1s	.20
Victor, fancy, 36 1s	.19½
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.15
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.14½
Hallowee, 70 lbs	.....
Figs—	
Coronet, ronnd boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10¼
50–60	.09
60–70	.08½
California, 25-lb. boxes—	
40– 50	.10¾
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	4.25
Connoisseur, 20 pkgs.	3.90
California Seedless—	Per lb.
Thompson, 50 lbs	.....
Sultana, fancy, 50 lbs	.....
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09¾
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12¾
Valca, Thompson, 24 pkgs	.12¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per doz.	7.00
Square, Oriental Red, 1 oz., 1 doz., per gross	3.75
" Green, Blue or Violet, 1 oz., per gross	3.75
" Magic Black, 1¼ oz., 1 doz., per gross	3.75
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.75
Letterine, show card ink, 2 oz., all colors, per doz.	.75

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.80	.90
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per lb
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross	5.70

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	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canaklns, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Molst—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs.	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.....
35 and 18-lb. tubs	.....

Packages not returnable.

LIME.

	Per lb.
Chlorlde, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.95
48 5½-oz. bottles	.95
Pint cans, 24 to case	2.20
Quart cans, 12 to case	4.05
Half-gallon, 12 to case	7.45
Gallon cans, 6 to case	14.80
5-gallon cans, 2 to case	12.25
Wesson Oil—	Per case
Small, 24 to case	5.40
Medium, 12 to case	5.40
Large, 6 to case	5.40
5 Gallons, 2 to case	12.25
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs
Walnuts, No. 1, soft shell, bags, about 110 lbs.
Filberts, bales, about 220 lbs
Brazils, large, bags, about 180 lbs
Pecans, large, bags, about 160 lbs
" medium
Mixed Table Nuts, 25 lbs
Peanuts, Green—
Jumbo
Fancy, hand picked
Peanuts, Roasted—
Jumbo
Fancy, hand picked
Big Nickel.....100 cartons

PICKLES.

Cruikshank's Crubro Brand Bulk Pickl

Sweet—
16-gal. keg, 2100s
10-gal. keg, 1300s
5-gal. pail, 650s
16-gal. keg, 3600s
10-gal. keg, 2200s
5-gal. pail, 1100s
16-gal. keg, 5000s
10-gal. keg, 3000s
5-gal. pail, 1500s
16-gal. keg, 7500s
10-gal. keg, 4500s
5-gal. pail, 2250s
Sweet Mixed—
16-gal. keg
10-gal. keg
5-gal. pail
Sour and Dill—
45-gal. bbl., 1800s
32-gal. bbl., 1200s
16-gal. keg, 600s
45-gal. bbl., 2400s
32-gal. bbl., 1600s
16-gal. keg, 800s
5-gal. pail, 250s
45-gal. bbl., 3600s
32-gal. bbl., 2400s
16-gal. keg, 1200s
5-gal. pail, 350s
Chow-Chow—
16-gal. keg
10-gal. keg
5-gal. pail
Sweet Pickle Relish—
16-gal. keg
10-gal. keg
5-gal. pail

VINEGAR.

Pure Cider, 45 grain
" 40 grain
Distilled, 45 grain
" 40 grain
Fermented, 45 grain
" 40 grain
Crulkshank, distilled, white.....per gal

PROVISIONS.

Premium Brand Hams, 8–10 lbs
" " 10–12 lbs
" " 14–16 lbs
" Skinned Hams
" Cooked Hams
" Bacon
" Dried Beef, insides
" Beef, knuckles
Empire Brand Hams, 10–12 lbs
" Skinned Hams, 18–20 lbs
" Picnic Shoulders
Hams, skinback, 18–20 lbs
" 14–16 lbs
" 8–12 lbs
Picnics, 6–8 lbs
Dried Beef, sets, city smoked
" tenders and knucks
" air dried, sets
" " tenders and knucks
Brisket Pork
Jersey Pork, butt.....per bbl
" family "
Breakfast Bacon, rib in
" boneless
S. P. Bellies, 14 lbs. average
Bologna, 25-lb. boxes
Boiled Boneless Ham
Beef Tongues, smoked, 5–6 lbs.....per lb
Cooked Compressed Ham, 25-lb. boxes
Covered Hams ¼ ct. extra. Covered Shou Picnics and Bacon, ½ ct. extra.
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans
Quaker City Brand Sliced Bacon
" " Sliced Beef

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—
2 doz. 26-oz. cans
3 doz. 12-oz. cans

LARD AND COMPOUNDS

Armour's Simon Pure Leaf Lard—
Small
Medium
Large
Swift's—
Premium Pure Leaf Lard, kettle rendered.
Silver Leaf Brand Lard, kettle rendered
Jewel, compound
Cotosuet
City Pure Lard—
Tins, 50 lbs. net weight.....per lb
Tubs, net "
No. 10 tins.....6 in crate
No. 5 tins.....12 in crate
No. 3 tins.....20 in crate
Compound—
Tierces and tubs, about 340 lbs
60-lb. tubs
10-lb. tin pails, 60 lbs
5-lb. " 60 lbs
3-lb. " 60 lbs

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DRESSED MEATS.

sed Stock—	Per lb.
	.11 –.15
	.10 –.13½
	.09 –.12½
alves	.15 –.16
Calves	–.17
ns and Barnyards	.11 –.13
y Dressed	.13 –.14
	–.15
Wethers	.14 –.15
	–.16
Lambs	.16 –.17
	–.18
	–.14

BUTCHERS' SUNDRIES.

er Tongues, each	–.80
gues	–.60
ds, scalded	.50 –.75
ads, veal, per pair	.75 –.80
beef, per lb.	.25 –.30
rs, "	.25 –.30
neys, per doz.	1.25
ers	.10
per doz.	1.20
eef, per lb.	.05
ef	16.00
in, beef, western	.22
rk, loins, city	.17
" western	.17

DRESSED POULTRY.

	Per lb.
hens and toms	.32 –.34
ns	.30 –.32
on to good	.20 –.25
elphia, fresh killed, 2 to 4 lbs. pair	.32 –.34
y, fresh killed, 2 to 4 lbs. per	.32 –.34
, 3 to 4 lbs. per pair	.32 –.34
Chicks—	
bs. each	.26 –.28
½ lbs. each	.22 –.25
killed, 4 to 5 lbs. each	.24 –.25
3 to 3½ lbs. each	.22 –.23
s	–.18
and Ducks, fresh killed	.26 –.27
	Per doz.
fancy, large	5.75 –6.50
	3.00 –4.00
and dark	2.00 –3.00

LIVE POULTRY.

Chicks—	Per lb.
2 lbs. each	.21 –.23
	.21 –.23
	.21 –.22
s	–.14
	.16 –.17
	.15 –.16
	.26 –.28

RESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
's, pure, assorted and grape	.95
" currant	1.35
mel's, 8-oz. tumblers	.95
nal, 16 oz., 2 doz	1.10
No. 3 F. T. tin, 2 lb. 6 oz. net	2.35
s—	Per lb.
's, pure, 11½-oz. bottles	1.85
mel's pure, 12-oz. jars, 2 doz...per doz.	1.75
nal, 30-lb. pails	.10¾
wark, 30-lb. pails	.07¾
mel's, pure, 10-oz. jars, 2 doz	1.50
wark, assorted, jars, 2 doz	1.10
Marmalade—	
y's imported, 4 doz	2.10
mel's, pure, 2 doz	1.75
itters—	Per doz.
, Southwark, 30 lbs. per lb.	.04¾
Ritter's, 11-oz. octagon	.95
Schimmel's, 30-lb. pails, per lb.	.07½
" 3-lb. slip cover tins, 1 doz, per doz.	3.25
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" 40-oz. stone crock, glass top, ½ doz...per doz	3.50
Mother Cook's, No. 14, 2 doz....doz.	.85
, 30-lb. pails, per lb.	

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Oil	.45	.85	1.25
Oil	.40	.85	1.95
Nitre	.45	.85	1.95
Camphor	.45	.85	1.95
Painters' Commercial	.45	.85	1.95
ic	.45	.85	1.95
n	.45	.90	2.00
quills	.45	.85	1.95
Rhubarb	.45	.85	1.95
pecac	.45	.85	1.95
ton Balsam	.45	.75	1.95
Tincture	.45	.85	1.95
e Arnica	.45	.85	1.95
de Malta	.45	.85	1.95
n Drops	.75	.85	1.95
's Cordial	.75	.85	1.95
tine	.45	.85	1.95

per cent. discount in gross lots assorted.

per lb.	.13
Color, W. & R per doz.	2.00

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Bluestone, bulk per lb.	.16
Copperas "	.04
Camphor, gum, 1-oz. blocks "	.85
" flakes, 250-lb. bbls "	.12
" " less quantity "	.13
" Tar Balls, 250-lb. bbls "	.12
" " less quantity "	.13
Castoria, Fletcher's per doz.	2.80
" Pitcher's "	.80
Carbonate of Ammonia per lb.	.15
Epsom Salts, bbls "	.03
Glauber Salts "	.02½
Glue, ordinary "	11
" white "	.20
Gum Arabic "	.50
Haarlem Oil per doz.	.40
Husband's Magnesia "	2.90
Jamaica Ginger, Hires', flasks "	.90
Licorice, P. & S., 5c. stick, imported. "	.36
" M. & R., 5-lb. boxes per lb.	.23
" " lozenges, 5-lb. boxes "	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24
" root "	.12
Putty, 25-lb. cans per 100 lbs.	1.57½
" 50-lb. cans "	1.47½
Petroleum Jelly, screw top, 5c. size ...per doz.	.35
" " 10c. size ... "	.75
Paris Green, 100-lb. kegs per lb.	.34½
" ¼-lb. pkgs., 50 lbs "	.39
" ½-lb. pkgs., 50 lbs "	.38
" 1-lb. pkgs., 50 lbs "	.37
Rosln "	.04½
Roach Powder, BB, 4-oz. cans	2.00
" " 10c. size...per doz.	.80
Roachsault, 10c. size "	.80
Saltpetre, crystal, about 350-lb. bbls...per lb.	.33
" granulated, about 100-lb. kegs "	.33
Sulphur, flour, 175-lb. bbls...per 100 lbs.	2.60
" 100-lb. bags...per lb.	.02¼
" less quantity "	.03
Venetian Red "	.02
Whiting "	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	1.75
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz...per doz.	4.25
" " 18 oz... "	8.50
Bath Brick, 25 in box...per box	.60
Sealing Wax "	.03
Silver Sand...per bbl.	1.20
Tar, pts...per doz.	.....
" qts... "	.....
" gals...each	.....
" ½ bbls... "	.....
" bbls... "	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums...per case	4.50
U. S. Nerve and Bone Linlment, 25c. size...	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Rellable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons...each	5.00
" gallons...each	9.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals...per gal.	.18
" ½ bbls., 28 gals...per ½ bbl.	5.85
" kegs, 14 gals...per keg	3.17½

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—	
Peppermint "Smiles," display cartons, 18 5c. pkgs	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.



D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½
B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.00
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz...per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs...per 100	1.35
Kegs, 150 lbs...per 100	1.45
Granulated, 60-lb. boxes...per box	1.10
" Monogram Brand, 24 2½-lb. pkgs...per case	1.10

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ¼-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.20
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun...per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 6 doz	3 00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz...per box	2.75
Kleenatub ¼ gross	2.50
Electro Silicon, 1 doz...per doz.	.85
Putz Liquid, large, 3 doz "	1.50
" small "	.75
Putz Paste, large "	.65
Old Dutch Cleanser, 4 doz...per case	3.40
" " 5-case lots "	3.30
Babbitt's Cleanser, 5c. size ...100 cans	3.85
" 5c. size ...50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 12s...per doz.	.45
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60
Sunbrite Cleanser, Swift, 50s	1.95
Red Seal Cleanser, 4 doz	1.75
Bon Ami Powder, 3 doz	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s...per gross	9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.25
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tom on	100	..	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.15
5-case lots			4.10
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.15
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.50
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co.	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.50
" Eavenson's	84	60	3 60
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.60
P. & G. Naphtha	100	...	4.25
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.40
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz.	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15

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Snow Maid Scourer, 60 cans	2.40
" " 100 cans	3.75
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.90
Miller's Powerine, 100	60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.25
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.19
" less quantity	.20
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¾
Piel Bros.—	
P. Bros., 40 1-lb pkgs	5.50
" 20 1-lb. pkgs	5.50
Hoosier, 40 1-lb. pkgs	5.70
" 20 1-lb. pkgs	5.75
P. Bros. Pulverized, bbls.	4.50
Hoosier Pulverized "	4.35

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.05½
Best Gloss, bulk, 50 lbs	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb pkgs	.06½
" 16 3-lb cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c pkgs	5.00
" 64 5c pkgs.	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1 lb. cartons	5 50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4 50
" 50 lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 36 bricks, per box	1.50
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.10
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs.	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32

Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.32½
Cones	.31½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz.	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	2.05
No. 2½, 2 doz	2.76
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.30
" " 2s	2.25
" " cups	1.40
Turkey, No. 2, 2 doz	1.05

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WARE.

Brooms.

No.	P
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	P
No. 100, Northern Queen, Protector	
No 101, Tidal Wave	
No 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	P
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

	P
O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	P
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	P
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	P
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	P
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	P
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	P
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1⅓ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, November 27, 1916. No. 22

Dozens of retailers are bankrupt this minute without even suspecting it. Their storekeeping system is so poor that they haven't the least conception of how much they are worth or whether they are worth anything.

Can a Baker Sell Bread at One Price in One Town Where He Has No Competition, and at Another Price in Another Town Where Competition is Active?

National Wholesale Grocers' Association Issues Statement as to the Returning of Goods by Retailers for Credit. They Think It Will Have to be Regulated.

Some of the High Spots of the American Specialty Manufacturers' and National Coffee Roasters' Asssociation's Conventions Held Last Week.

Heinz Holiday Varieties

Christmas and New Year's feasts would lack the holiday flavor if Mince Meat Pie or Plum Pudding were not included in the menu. These are varieties which every customer is glad to have the merchant suggest at this season.

Heinz Mince Meat is made of big dessert raisins, fruity currants, rich suet, fragrant spices, and selected apples blended in just the right proportions.

Heinz Plum Pudding consists of equally choice materials made into a pudding surprisingly light and with a flavor that is a triumph of the cooking art.

Ask the Heinz salesman for the new, striking posters and window sheets to remind your customers of these specially seasonable varieties.

H. J. HEINZ COMPANY

57 Varieties



Forbes Indexed Coupon Books

Christmas comes but once a year but a live store needs our books every minute.

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Say to Your Customers USE HIRES GOLD MILK



And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Making People Eat More Codfish

If you have an idea that codfish is codfish, you are as wrong as you can be. There are as many grades of codfish as there are of butter.

There is all the difference in the world between **Gorton's Codfish** and some codfish we could show you, which is perfectly pure.

Any one of your customers could detect this difference. Perhaps they have detected it and stopped using the codfish you have been selling them.

If all the codfish was like **Gorton's,** the consumption of codfish would increase five fold. **Gorton's Codfish** is pure, old-fashioned codfish of the finest quality money can buy. You can sell more of it than you can sell of any other brand, because more people will want it, and all that want it will want more of it. Your jobber.

Gorton-Pew Fisheries Company

GLOUCESTER, MASS.



Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant

AND

Grocery World

ıblished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

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Jobbers Will Try to Stop Returned Goods Evil

National Wholesale Grocers' Association Issues Statement Telling Why Retailers Return Goods to Jobbers for Credit. Some Reasons Just, Others Unjust. Jobbers Will Try to Adopt Uniform Rules on the Subject.

[The "Modern Merchant and Grocery World" has received from the National Wholesale Grocers' Association a statement regarding the widespread practice by retailers of returning goods to jobbers for credit. The association calls this a crying evil which affects every wholesaler, and suggests that the jobbing trade should adopt rules controlling it. The following is not all the statement, but it is a good part of it.—Ed.]

"Returned goods" is one of those items of blind loss which is a problem of every wholesale grocer. Limited investigation shows no uniformity in handling the problem.

Before consideration can be given to method, it is necessary to know what goods are returned. Experience shows that canned foods comprise the largest percentage of returned goods. Cereals and dried fruits are next, while bottled goods, specialty orders, coffee, cigars, tea and sugar are returned infrequently or not at all. It has been found that few jobbers keep a record of the exact amount of returns for given commodities, and that no accurate figures are obtainable showing what percentage of the total sales of each commodity are returned. Estimates of total returns received vary from one-half of one per cent. to two per cent. In making these estimates the differences due to local conditions and practices must be considered. Firms doing an extensive business within the trucking limits of the community in which they are located can afford to accept returned goods. Other houses doing a large business to more distant points of delivery will make allowances rather than assume expensive return transportation charges. The practice of returning labels, particularly for canned foods, in lieu of the goods would have a material effect on the percentage of returns. Although this practice may save return freight charges, it leaves little protection from fraudulent claims.

Almost all wholesale grocers admit that the following are factors in the problem: Deterioration of merchandise after delivery, defective containers, market declines, over-purchasing by retailer, refusal of future orders, stuffing of orders by either specialty or jobbers' salesmen, and jobbers' errors. Some of these causes are, at least in part, within the control of the jobber, while the correction of conditions from other causes must be secured through the retailer or manufacturer.

Proper education and control of salesmen ,and co-operation with retailers from the educational point of view should do much to eliminate some of the causes. Efficient methods will reduce to the minimum returns on account of errors.

The indiscriminate return of goods should be discouraged by fixing a time limit after delivery, after which no returned goods will be accepted.

If a uniform practice were adopted and adhered to, far less returns would be accepted as a matter of business policy to protect the good will of the retailer. At the same time the retailer would use greater care to avoid return goods which, although wholesome, had become shop-worn because of failure to clean up old stock or because of laxity in the care of the goods.

To avoid the return of goods for insufficient cause, and for the protection of the jobber from imposition, definite rules should be established. A report on all unsatisfactory goods should be secured from the customer by the salesman, after he has made an inspection, and before a return is permitted. If the report justifies the return, written authority with shipping instructions, tags, etc., should be sent to the customer.

Buyers should be informed as to the kind of goods returned and the reason for their return. Information of this kind should be the means of securing more careful buying and of providing material on the basis of which protection against inferior goods could be secured from the manufacturer.

Some wholesalers have found it desirable to make deductions from full value on their allowances of returned goods which have been found to be shop-worn or unsalable for causes within the control of the retailer.

Careless methods in adjusting allowances for return goods are often the source of unnecessary losses. In no case should credit be permitted without full knowledge of the claim. Although the salesman may be used in securing the facts, the firm should approve the claim and arrange for sending a credit voucher. Deductions from collections by salesmen should be forbidden except on the presentation of a credit voucher by the customer.

Realizing the difficulty of controlling the return of goods by distant customers, definite rules should be formulated, printed and distributed for the guidance of the retailer. Salesmen should be instructed to call attention to the rules and the jobber, bearing in mind that all just claims should be allowed, should hold to his rules without fear or favor. Local draymen should not be permitted to accept returned goods without a written order from the jobber. Customers should be required to submit their complaints to the house before returning the goods. Spoiled goods should not be destroyed without authority to do so.

From an accounting standpoint the importance of deducting all allowances for returned goods from gross sales should not be overlooked. If the goods returned are found to be salable or can be put into salable condition they should be returned to stock and added to the inventory in the same way as if they had been received from the manufacturer.

Salesmen should be warned against overstocking their customers and against selling a class of goods unsuitable to the trade of the retailer.

In filling orders the greatest care should be given to see that exactly the goods ordered are furnished. Substitution should be avoided. Salesmen should use the gr of care in describing the artic all orders. The brand, the s the container, the size of the age and all other necessary should be carefully covered.

Provided that salable goo refused by customers, freight charges may be sav disposing of them to some customer in the same territor obtaining a definite underst with manufacturers, extra co handling may be avoided by a ing for the return of goods ly to them, instead of the costly way of returning to th ber who may be required to to the manufacturer.

Retailers should be educa return goods by the cheapest to carefully mark goods sh where they came from and t ward the bill of lading by n the wholesaler.

Promptness in the adjustm claims for returned goods wil unnecessary irritation of the r and will prove an asset to the in soliciting further orders.

Inquiry discloses a wide va in the handling of the re goods question by jobbers. tion is called to the foregoin gestions with the hope tha may be followed, and that m may be adopted which will l to all concerned. The should have his protection fr manufacturer and be free fro sible imposition by the re The retailer on the other should be entitled to just repa for all unsatisfactory goods ered by the jobber by error, sight or carelessness.

Prompt filling of orders wil inate some refusals of goo customers. Arrangements fo curing articles not in stock be such as not to delay the d of other items. The credit d ment should avoid holding pending investigation so long necessitate the retailer purc goods elsewhere.

Special rules of which the r should be informed may be sary for special commodities count of manufacturers' re ments. Many manufacture quire notice of unsatisfactory on delivery or within a very time after delivery, and in or protect himself, the jobber m sist on prompt notification satisfactory goods by the reta

The New York Letter

Official Suggests Plan for Reducing Cost of Food. ew California Packing Combine Offering Stock for ale. New Scheme for Advancing Coffee Prices. De- artment Stores Expect Unprecedented Christmas Busi- ess. Market Summary.

Correspondence of "Modern Merchant l Grocery World."

v York, November 24, 1916.

California Packing Corpora- vhich is the recently reported nation of the business of the rnia Fruit Canners' Associa- the J. K. Armsby Co., Cen- California Canneries, the n & Skelley Co., and the a Packers' Association, is now ıg its stock for sale in this ry. Up to this time this ıoth combination is making ınges whatever in its methods ndling business. It is still ed by the several individual rs who represented the con- nt companies, and a statement een sent out to those brokers o change would be made in the ng methods of handling dis- ion. There is considerable ıere that the California Pack- orporation, when it gets under will actively compete with the ; McNeill & Libby interests, ı are becoming quite active in other than their original

* * *

ere are several movements tak- ɔrm in this city for investigat- igh cost of food products. The gest of these movements is a aign, said to be backed by the ɔr, to establish public markets is city at which various food ıcts will be sold direct by the ıcer. There is widespread ac- ion here that the middlemen ɔoosting prices of almost all products merely for their own . The most important hap- ıg of the week along these was the issuance of the fol- ıg statement by State Food missioner John J. Dillon:—

Federal and county prose- tors in this State declare we ed new laws—either Federal State—to stop the boosting prices for all foodstuffs. ıey claim the manipulators e well within their legal ghts when charging, if they sire, $1 for a loaf of bread 50 cents for a quart of milk, d that none can be prose- ted unless it be discovered he has entered into a conspiracy to set prices.

These officials state that it is very hard to prove conspiracy and the only way to meet the present situation is to get laws that prevent purveyors of food from charging anything more than what might be termed an honest profit.

I disagree with them, for I know by observation that any law regulating anything can be dodged by the men such law is meant to curb. Their ill-gotten gains give them unlimited funds for legal talent that will guide them so they will at all times be within the law.

THE WAY TO BREAK PRICES.

The way to break the prices of food is for the State to go into the distribution business. Consider what the express companies did when the parcel post was established. Let the work authorized for this department be developed and soon there will be a marked reduction in prices, for independent food distributors will immediately cut their prices.

When the State wanted to build a canal, distribute mineral water from Saratoga County and furnish cheap insurance for the people, it did not depend on investigation and report, but put up the money for the proposition and developed along business lines.

None of these undertakings, with the possible exception of water, are as important to the people of New York City as their food supply; but we may as well admit that so far the city, State and Federal authorities are afraid to tackle the food problem and to deal with it as they have dealt with other propositions. The speculators and manipulators and gamblers in foods are numerous, powerful, well entrenched and ready to fight. If a single official attempts to interfere with the franchise to rob the consuming public, they organize and spend money to defeat him for the next election.

New York State has established a department to assist and regulate in the distribution of food, but the distributors and speculators and gamblers in food have opposed it. The food supply and distribution in

(Continued on page 9.)

Mr. Retailer, are you getting your share of the big Aunt Jemima business?

The sales on **Aunt Jemima Pancake Flour** and **Aunt Jemima Buckwheat Flour** thus far this season are 60% in excess of those for the corresponding period of a year ago.

Unless your sales on these popular products are much greater than ever before, you are not getting the amount of business that you should get.

Perhaps your stock of

Aunt Jemima

is nearly exhausted; better look after this now, call your jobber and have him leave you a supply by next delivery.

Aunt Jemima Mills Co.

ST. JOSEPH, MO.

Philadelphia Office 103 South Front St.
New York Office 105 Hudson St.
Pittsburgh Office Marine National Bank Bldg.

WITH THE EDITOR

Another Exhibition of Ignorance.

And now it is the New York "Tribune" that takes a whack at some views this paper expressed recently regarding the grocer's profit. The following appeared in both its morning and evening editions a few days ago:—

SQUEEZING THE CONSUMER.

The "Modern Merchant and Grocery World" in its current issue offers the following advice to retailers: "Consumers are being educated to-day by a variety of conditions to pay good prices for everything they buy. The retail merchant who doesn't take advantage of that had better drop out. Never again will he have such a chance."

To judge by the experience of consumers, such a suggestion seems like carrying coals to Newcastle. Whether or not the prices that retailers of foodstuffs are obtaining represent more than their usual profit, there is no reason to doubt that they represent all the dealers figure the traffic can bear. The merchants respond readily to any education which teaches price-raising. The consumers, poor creatures, buy what they must and pay what they have to. It is certain they would be glad of some education which would teach them how to obtain more for their money.

This is another exhibition of ignorance, akin to that made by several other New York papers in discussing the same subject. Perhaps many a retailer, if he could, would charge all the traffic would bear. But in the average case he can't do it. Not only can't he charge all the profit that the traffic will bear, but in many cases he can't charge any profit at all. If the "Tribune" had the information which it should have before it starts to discuss something, it would know that.

The suggestion of this paper was merely that the retailer should use the present situation to put his profits where they honestly belong.

The Spice Fraud Again.

The case recently reported to this paper by a wholesale grocery salesman, who accused an unnamed spice manufacturer of fraud in packing one ounce of pepper in a two-ounce tin, has attracted considerable attention all over the country, because a somewhat new principle is involved. The "Interstate Grocer," of St. Louis, Mo., takes the same view of the case that the New York "Journal of Commerce" took:—

> Possibly the Department of Agriculture would rule that this was an infringement of the law, as it is deception of the rankest sort. The remedy, so far as the retail grocer is concerned, is to examine package goods more closely, read the labels carefully and note what they say regarding net weight of contents. It cannot be conceived that any reputable spice manufacturing house would be guilty of such a trick, and as the salesman declines to give the name of the concern, there is no way of knowing to whom he refers in making the charges he does.

I have some knowledge of food laws, not only their letter but what the courts have held to be spirit, and I have no doubt ever that any court would nounce this to be a fraudulen representation the minute the tion was raised.

Some Important Law.

The Alabama case in wh $20,000 verdict was re against McNeill & because a salmon unde label poisoned the plaintiff's band, is highly important to body who fathers package which he does not produce course it has always been th that a packer who puts up a tomatoes is liable to any con who should happen to come to through it. But for every or manufacturer who actuall duces the goods which bea name, I suppose there are a hu whose name appears on which they do not produce A decision that these will heard to say: "I did not p myself, but thought it all rig exceedingly important. It co them to guarantee somebody work and somebody else's pro work and products as to whic have only a limited power spection, for the goods are when they get them.

The moral is that not only buyers of this class use every sible means of protecting selves in the purchase of such ucts, but it would also be we them to take a special guarant wholesomeness and soundness the real packer.

Fire!

The National Fire Protective Association sends this paper a "Holiday Fire Bulletin" in which we find the following "Warnings for Stores":—

Holiday fires in stores while filled with people are usually holocausts.

Light, inflammable decorations make fires easy to start and easy to spread. A match, a gas flame or an electrical defect may do it.

Watch Gas Jets! Decorations may be carried against them by air currents.

Watch Smokers! Do not permit them to light cigars inside buildings.

Do not make the slightest change in electric wiring without consulting electrical inspector.

Read Your Insurance Policies! Before attempting any hasty or ill-advised decorations which may cause fire, examine your insurance contract and see if your policies contain anything like this:—

> **"This entire Policy unless otherwise provided by agreement indorsed hereon or added hereto, shall be void," &c., &c.—"If the hazard be increased by any means within the control or knowledge of the insured."**

If you burn, you want your indemnity; do nothing therefore to impair your contract.

This is good advice—by experts. Statistics show that an enormous increase takes place in the number of fires around holiday time.

Can a Man Sell Bread Cheaper in Trenton Than in Newark, N. J.

Kolb People Have Asked for Indictment of Ward Baking Co., of New York, Because They Are Selling a Thirty Ounce Loaf in Trenton and a Twenty Ounce Loaf in Newark for the Same Money.

The State of New Jersey has a law making it a criminal offense to sell one's goods at a lower price in one section than in another, where the purpose of the lower price was to injure a competitor. The Kolb Baking Co., of Philadelphia, who sell bread in Trenton, N. J., have invoked this law against a competitor, the Ward Baking Co., of New York, who also sell bread in Trenton and other New Jersey points.

The Kolb people say that the Ward Company is selling in Trenton a loaf of bread weighing 30 ounces for 10 cents, while in Newark, where there is less competition, the Ward concern sells a 20-ounce loaf for 10 cents. This fact the Kolb people claim, shows that the Ward Company is out to destroy competition, but the Ward Company say that it merely shows that they will do more with competition than they will do without it, which is a principle recognized by the law.

The Kolb people have aske the indictment of the Ward pe

Bill to be Introduced Putting Em on Exports of Food Product

Representative Fitzgerald, New York, announced during week that he would introduc Congress this winter a bill i ing an embargo on foodstuffs. bill is expected to have the o sition of the administration.

ew High Spots in the National Coffee and the American Specialty Conventions

: Pointed Truths Culled From Some of the Addresses. mprovement of Business and Trade Co-operation the aramount Theme.

nufacturers of food specialties cing perhaps the most critical ion in their experience as a quence of the soaring prices actically everything used in business. The time has come every manufacturer in the ry is confronted with serious ifficult problems as a result of uropean war. While in other there has been an increase 40 to 300 per cent. in price v materials, there has been no ce in price of a great many odities of the specialty manu- ers.

e problem confronting us to- s a new year looms up before to keep our prices as low as le to the consumer and to give e distributors, the wholesaler and the retailer, their customary profit to which they are entitled. If the price goes up too high, the demand for the commodities, built up after years of labor, will be curtailed.—*J. E. Linihan, Former General Manager United Cereal Mills, at the American Specialty Convention.*

* * *

The specialty men can be of much assistance to the retail grocer. When a new specialty is brought upon the market or a change of price takes place, his first consideration should be a fair profit for the retailer. You are all aware that business to-day with its increased cost, greater service, higher priced help, etc., plainly shows the necessity of allowing a larger margin of profit than was necessary ten or fifteen years ago. I think that the small profits on a great many articles sold by the specialty men have been the cause to some extent of the failures in the retail grocery business. There are a great many manufacturers who, when raw material advances, raise the price to the retailer but make no effort to educate the consumer to the higher price. I feel that the manufacturers should cater stronger to the individual successful grocer and less to chain stores, department stores and kitchen stores. By kitchen stores I mean the small store that opens up with about $100 capital, and the jobber furnishes the balance and takes a chance on the business being a partial success. —*John H. Schaefer, President National Retail Grocers' Association, at the American Specialty Convention.*

* * *

I don't know of a thing that the States and the Federal Government would so heartily join in as the idea of Federal sanitary supervision. If this association really wants to do something for the people, its members should see to it that a law authorizing sanitary inspection by the United States Government is put on the statute books of the Government.—*Dr. S. J. Crumbine, Secretary Kansas State Board of Health, at the American Specialty Convention.*

* * *

This is the time for the wholesale grocer and the retailer of coffee to get together and put booze out of business by offering wholesome coffee as a substitute. Twenty-four States have gone dry and if we think right we are glad of it. We can help this righteous war upon a common enemy and put the mail order house out of business so far as we are concerned by persuading the retail grocer to wake up and take advantage of the new opportunities the sweep of prohibition is bringing to him.—*R. W. McCreery, of Marshalltown, Iowa, at the National Coffee Roasters' Association Convention.*

* * *

Millions of dollars have been spent for the advertising of soups, while but $50,000 was expended during the past year by coffee men in behalf of an industry representing $200,000,000. One thing seems

For the Serious Consideration of all Retail Grocers

From various sources of information we learn that at this winter's session of the Legislature, in several States, bills may be offered which would seriously affect all methods of premium-giving. In fact, if such bills were to be passed, all manufacturers packing their own coupons and giving their own premiums would be prevented from employing this method of advertising.

We do not believe the retail grocers wish or have any intention of endorsing bills of this kind and we ask that you carefully consider any proposed legislation before endorsing a bill which would prevent the manufacturer from offering his own coupons.

A premium coupon packed *by the manufacturer* and redeemed *by the manufacturer* direct from the consumer costs the retailer nothing. It causes him *no* annoyance but helps him sell goods, as the coupons are of intrinsic value to the consumer.

There are different methods of premium-giving and it would be a detriment to your business, unjust to your customers and unfair to the manufacturer to have bills passed which, while intended only to affect certain methods, would prohibit all branches of this great profit-sharing mode of advertising.

Therefore, be sure you thoroughly understand the real issues before endorsing any anti-coupon measure

KIRKMAN & SON

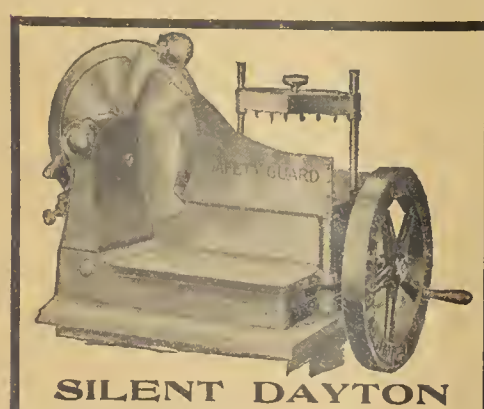
Makers of

Kirkman's Borax Soap
Kirkman's White Soap
Kirkman's Soap Powder
Kirkman's Scouring Powder

clear, and that is that there is a widely disseminated impression that coffee as a drink is harmful. This impression, brought about very largely by the advertising of "substitutes" by manufacturers who have spent $100,000 during the last year, has permeated many avenues of life. If you have a real case to offset the impression you should present it to the public. Your case should be developed in a positive way and not in an apologetic sense. —*C. C. Parlin, of the Curtis Publishing Company, at the National Coffee Roasters' Association Convention.*

* * *

Coffee roasters must reach a common understanding with both wholesalers and retailers of coffee if the industry is to go forward. Time was when we controlled our output. But methods of distribution and mediums have multiplied. We are now putting out about 40 per cent. of the coffee consumed in the United States, while wholesalers, drug houses, premium concerns and peddlers are distributing 60 per cent. in a haphazard fashion. The sale of vast quantities of coffee which has become stale while waiting for buyers proves the inefficiency of the present retail store system. Eighty-five per cent. of small retailers, I venture to say, take no interest in salesmanship. Premiums undoubtedly have been a factor in the creation of business. Several schemes have been proposed to eliminate them—by legislation or education of the consumer to demand full value in the product he buys. If the premium plan helps the retailer I see no reason why he should not use it.—*Frank R. Seelye, of Chicago, at the National Coffee Roasters' Association Convention.*



SILENT DAYTON
No. 10 MEAT SLICER
More Dayton Slicers are being sold than all other makes. There's a mighty good reason behind the marvelous growth of this new industry, and the reason is that there is nothing like it on the market at any price. It is the acme of perfection.
SEND FOR PARTICULARS
MONEYWEIGHT SCALE COMPANY
District Office: 1313 Arch St., Philadelphia, Pa.
Main Office: 326 W. Madison St., Chicago, Ill.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Short System for Retailers.

Greenwood, Del., Nov. 10, 1916.
To the Editor.

Dear Sir:—Some time ago, maybe three weeks, I read where there was a short system for retailers. Will it be printed in your paper? If not advise where I can get it. Yours truly,

W. E. JONES.

We have published considerable matter of this sort, the latest being a bookkeeping system for retailers prepared by the Federal Trade Commission of Washington. Write them for a copy.

* * *

Shuman Price Tickets Wanted.

Trenton, N. J., Nov. 14, 1916.
To the Editor.

Dear Sir:—Please send us the address of the firm that sells the price tickets.

It was in last week's issue of your paper and we have misplaced the paper and forgot the address.

Yours truly,
JOS. LOSOWSKI & SON.

The concern referred to is Frank G. Shuman Co., 168 North Michigan avenue, Chicago, Ill.

* * *

Wants to Buy Gorton's Codfish.

Andover, Ohio, Nov. 9, 1916.
To the Editor.

Dear Sir:—Will you kindly advise of whom we can buy Gorton's codfish and at what price it should be purchased.

Yours truly,
WALTER COLES' VARIETY STORE.

Try any of the following jobbers: R. P. Patterson Sons', Carbondale, Pa.; Dawson Bros., Corry, Pa.; C. A. Curtze, Erie, Pa.; Erie Wholesale Grocery Co., Erie, Pa.; Jacob Haller, Erie, Pa.; P. Minnig Co., Erie, Pa.; W. J. Schaff & Sons, Erie, Pa.; Ehrhart Conrad Co., Hanover, Pa.; Schneider Bros. & Co., Mt. Carmel, Pa.; Millard & Scurman, Kingston, Pa.; Girard Grocery Co., Philadelphia, Pa.; W. E. Osborn Co., Pittsburgh, Pa.; W. M. Miller & Co., Wilkes-Barre, Pa.; Wm. Stoddard & Co., Wilkes-Barre, Pa.; Williams Bros. & Co., Wilkes-Barre, Pa.; John Williamson & Co., Wilkes-Barre, Pa.

We cannot quote prices, as the jobbers fix them themselves, depending on conditions that sometimes vary.

* * *

Wants to Buy Direct.

Amsterdam, N. Y., Nov. 13, 1916.
To the Editor.

Dear Sir:—Information is desired by me as follows: I wish to know the sources from which I can purchase groceries, etc., at a price lower than wholesale. I mean to purchase in large quantities.

Can you furnish me the desired information?

Very truly yours,
EDWARD ROZINSKI.

If you can buy goods in sufficient quantities, you can buy direct from almost every manufacturer. That is the only way you can buy for less than wholesale prices.

* * *

Opening Raisin Prices.

Portland, Ore., Nov. 17, 1916.
To the Editor.

Dear Sir:—Responding to your call, will state that we have been subscribing for your paper for over fifteen years. Would like you to inform us what the opening prices were on California two, three and four-crown loose muscatels, 16-ounce seeded and seedless raisins. A prompt reply will be appreciated.

Hoping for a continued success of the "Modern Merchant and Grocery World," we remain,

Very truly yours,
FRANKLIN & Co.,
Per D. Franklin.

The opening prices were as follows, in a large way, f. o. b. coast: Seeded, 7½ cents; seedless, 7¼; 2-crown loose, 5⅞; 3-crown, 6⅛; 4-crown, 6½ cents.

* * *

As to Collection Agencies.

Adamstown, Pa., Nov. 22, 1916.
To the Editor.

Dear Sir:—Do you know the Merchants' Credit Association of Philadelphia, and do you recommend same as a good party for collecting old accounts? Can they publish names of dead heads refuse to pay in daily papers? or their agent had a page take of your journal and it says yo not afraid to refer or recom them to the merchants. Noti your columns you have no us any collecting company that were asked about lately and al advised your subscribers to n any business with the colle companies.

Thanking you for advice, w main, Very truly yours,

SNADER & C

We do not recommend the chants' Credit Association as a lection agency, nor do we re mend any collection agency. A have so often said, we believe retailers would do well to lea of them alone.

Anybody, collection agenc not, can legally advertise for judgments he has obtained ag a debtor, or advertise the clai self if it is not disputed. You do that as well as a colle agency.

* * *

York, Pa., Grocers Organizi

York, Pa., Nov. 21, 19
To the Editor.

Dear Sir:—Would be pleas have you give me the addre Mr. Smedley, the Pennsylvani ganizer, or turn this letter ov him.

I have spent the past few trying to line up our grocers and have made good progres good in fact that I expect tc a meeting of all the grocers in within the next few days and to be able to inform you that a the York Retail Grocers' Ass tion is a tangible body and i mere rumor.

If you could send me, or us organization literature, or hel out in this effort in any way sure the merchants here woul preciate it very much, espe

Yours truly,
MORRIS GOTTLI

Mr. Smedley's address is Chestnut street, Philadelphia, I

* * *

And Now a Cost Accounting Sy for Jobbers.

Cambridge, Mass., Nov. 20, 1
To the Editor.

Dear Sir:—We are sending separately a copy of our Bul No. 8, a System of Operating counts for Wholesale Gro which has just been published. accounting system has been pared in co-operation with the Research Committee of the tional Wholesale Grocers' Ass tion. The association has alr recommended its members to just their accounts to this unif system and to send their profit

gures to the Bureau of Busi- Research. The Bureau will le the figures which it receives w the common figures for ing expenses in the whole- rocery business, just as it has for the retail grocery trade. ccounting system is of course vithout charge to wholesale s. To others the price is 50 a copy.

Yours very truly,
AU OF BUSINESS RESEARCH,
Mary E. Osgood, Secy.

* * *

azine Wanted That Treats of Grocers' Advertising.

lerson, S. C., Nov. 14, 1916.

e Editor.

ır Sir:—We are very anxious ure some periodical or good zine that treats on grocery ad- ements. We advertise a great in the daily papers and also er ways and want to subscribe ome paper that will help us s line. If you know of such er please answer.

are very much pleased with Modern Merchant and Gro- World." It is a great help to

Yours truly,
SOUTHSIDE GROCERY CO.,
Charles C. Prevost, Pres.

have recommended "Printers' of New York, and the "Ad- ing World," of Columbus, Ohio, to this correspondent, although neither one treats exclusively of grocery advertising. There is no publication that does that that we know of.

Probably No Embargo on Food.

Government executive officials, as well as the majority of the members of Congress, are said to be opposed to the imposition of an embargo upon food products of the United States. This is the consensus of opinion expressed by various officials who were interviewed in Washington during the week. Furthermore, the general impression is that President Wilson is not only opposed to any such scheme, but that he is doing all in his power to prevent any discussion of it in official quarters. The White House unofficially maintains that the matter has never been broached and the members of the Cabinet declare that they have not considered it and have had no one to suggest it to them. Notwithstanding this general opposition to an embargo, it is understood that a number of propositions will be introduced in Congress this winter looking to this end.

THE NEW YORK LETTER

(Continued from page 5.)

New York City has been studied and investigated and reported on time and time again.

AS IT IS IN THIS CITY.

Everybody familiar with it knows that New York City has no terminal or wholesale market provisions that would be worthy of a country town. We know that the system of handling food products in wholesale sections of the city could not be worse if the purpose was to establish an archaic, inefficient and extravagant system for the distribution of it.

We know that it passes from one speculator to another until five to seven handlings and profits are taken out of it before it reaches the ultimate consumer. We know that for every dollar paid by the housewife for food at least 65 cents on an average goes to speculator and distributor, and the man that produces it on the farm gets less than 35 cents.

Our cold storage facilities are equally inadequate. Such as we have is controlled by speculators in foods. Neither the producer nor the consumer has access to them, with a result that in times like these the speculator is in a position to exact any price that his greed may dictate for the food products that he controls through his monopoly of cold storage facilities.

At least $7,000,000 a year can be saved in the wholesale handling of live poultry for New York City; $10,000,000 on eggs and a similar amount on dressed poultry; $10,000,000 can be saved on distribution of butter, and besides these savings in the necessary cost of the physical handling of these products at the present time an efficient system of marketing would save the people untold millions in the speculative price that they are now paying for it. In the one item of milk alone $15,000,000 can be saved to the people in the distribution of it.

* * *

The coffee trade here are much interested in the report from Brazil, which came by cable during the week, that the Government of Sao Paulo is thinking of adopting a new valorization plan for rescuing the prices of Rio and Santos coffees from their present slough of despond. Coffee is one of the very few food products which has not advanced on account of the war. No. 7 standard Rio green in a large

A Distinct Business

Pretzel baking is a distinct business, entirely different in character from the ordinary baking business.

It demands distinct machinery, distinct ovens, and special bakers.

The principal customers of The American Pretzel Company are the large cake and cracker bakeries of the country—they jobbing practically fifty per cent. of the output.

The pretzel baking business has no relation to other lines of baking, and is impracticable so far as other bakers are concerned.

The great volume of business handled by The American Pretzel Company enables it to operate on a very small margin of profit and at the same time to meet all fixed and dividend charges and provide liberally for the future.

We are offering the

7% Participating and Convertible Preferred Stock of The American Pretzel Company at Par—$100

and recommend it as a safe and profitable investment. Send for descriptive pamphlet.

THE R. L. DOLLINGS COMPANY

332-334 Widener Building, Philadelphia

PITTSBURGH COLUMBUS INDIANAPOLIS

way is now quoted at 9¼ cents per pound. In June, 1914, it was 3-16 of a cent higher than that. The reason is that the sea has practically been closed to Germany and Austria, who usually take about four milllion bags of Rio and Santos coffee every year. That has made it necessary to throw the available supply of Brazil coffee in here and the weakness in the market is the result.

* * *

The local department stores here are looking forward to the largest Christmas business in their history, in spite of the fact that most all prices are higher than they were last year. The head of one department store, which does a large Christmas business, says that the advance in average prices as compared with a year ago is about 20 per cent.

* * *

The officers-elect of the National Coffee Roasters' Association are as follows: Frank R. Seelye, of Chicago, president; first vice-president, Ben C. Casanas, New Orleans; second vice-president, J. M. McFadden, Dubuque; treasurer, M. H. Gasser, Toledo; directors, J. O. Cheek, Nashville; Edward Aborn, New York; C. H. Bain, San Francisco, and R. W. McCreery, Marshalltown, Iowa.

* * *

The following are the newly elected officers of the American Specialty Manufacturers' Association, whose headquarters are in this city: President, William L. Sweet, Rumford Chemical Works, Providence, R. I.; vice-presidents, R. R. Moore, Diamond Crystal Salt Co., Eau Claire, Wis.; W. W. Frazier, Franklin Sugar Refining Co., Philadelphia, Pa.; L. C. McDougall, Libby, McNeill & Libby, Chicago, Ill.; treasurer, D. O. Everhard, Ohio Match Sales Co., New York; directors, Carl A. Lautz, Lautz Bros. Co., Buffalo, N. Y.; Walter H. Lipe, Beech-Nut Packing Co., Canajoharie, N. Y.; Charles T. Lee, Kellogg Toasted Corn Flake Co., Battle Creek, Mich., and James M. Hills, Hills Bros. Co., New York.

Summarized Market Conditions.

Tea active, with sales of Japan and Formosa particularly good. No change in price has occurred during the week, but everything is steady to firm.—Coffee dull, meaning Rio and Santos. Prices fairly steady at a shade off. Supply very large. Milds easy to steady; Bogotas a shade lower: other coffees unchanged.—Raw sugar somewhat weaker on account of lack of demand from refiners. Refined also very dull but refiners nally unchanged, though s hands holders are shading the ket about ¼ cent.—Canned toes a little easier, but $1.30 i being obtained for Maryland a large way f. o. b. factory. still very high and unchanged. mand fair. Some Southern has been offered for future de at 85 cents in a large way f. factory, but this price is now drawn. Peas firm and high out change for the week. salmon is coming forward no pink salmon is therefore a trifl ier. Red Alaska, however, i changed and very firm. All g of sardines firm and uncha Canned fruits steady to firm a changed prices; fair dema Prunes are perhaps a little w on the coast, although prices still very much above normal. ins firm and in fair demand. cots firm with light supply. Pe quiet but steady to firm.—Wh still very much unsettled and fl ating from day to day from a every cause which has even mote bearing upon the situati Flour quiet but irregular in

Old Subscribers, Please Answer

The "Modern Merchant and Grocery World" has on its subscription books subscribers who have been such for twenty or twenty-five years, in some cases even longer. Unfortunately, prior to a few years ago the subscription records were not kept in such a way as to show when each subscriber first came upon the lists. Therefore we cannot go to the lists and pick these old subscribers names out ourselves.

We ask every subscriber who has been a subscriber of this journal more than fifteen years continuously, to be good enough to send their names to this office.

Saving Money on Ice

You may not have seen much chance for saving there, but there is a chance all the same.

There is a device on the ***Howe Sanitary Refrigerator*** (the double air lock door) which will save you 20 per cent. of your ice bill. If you spend $10 a week for ice, this is a saving of $2—$100 a year.

We can prove this if you will give us the chance.

Howe Scale Company
508 Market Street
Philadelphia

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

927 Arch Street

PHILADELPHIA

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" as always directed the especial attention of its readers to the uestion of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page dvertisement published weekly contains arguments by nationally-nown manufacturers for featuring nationally advertised products n order to get the benefit of the extensive advertising which these nanufacturers are doing for them. In connection with this etailers will want to know what manufacturers will supply adver-sing and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertis-ng envelopes, blotters, printed mat-er with dealer's name and address hereon, upon receipt of introduc-ory order; particulars on applica-ion. To dealers carrying the line, upplies metallic signs, large muslin isplay signs for salesrooms and rinted matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet osters, booklets, leaflets, window dis-lays, muslin display signs, etc., also rrange with the retailer for Satur-ay samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes consid-rable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, vindow displays, hanging cards, lange iron signs, tin tacking signs; lso illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored vindow displays and cut-outs, coun-er easels and large cartons, in the nterest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside lisplay, recipe booklets for distribu-ion and lantern slides with dealer's ame for picture show advertising. Will also mail samples to selected ist of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window trips, stereotypes, matrices and elec-ros of the B. & M. Fish Flakes pack-ages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, dis-play cards, paper bags, envelope in-serts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, show-ing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajo-harie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 14.)

The Grocery Markets

Tea.

The tea market shows no change for the week, but the tendency is still firmer. There is a strong undertone to the tea market. Demand very satisfactory.

Coffee.

Coffee is undoubtedly weaker on account of the very large available supply. There is an enormous quantity of coffee en route to this country. We are now probably the only clearing house for Brazil coffee. Prices are quite low and may go a shade lower before the first of the year, as the demand will undoubtedly be low. Milds are unchanged, except Bogotas, which are a shade weaker. Java and Mocha unchanged.

Sugar.

There has been no change in the sugar market during the week. Occasional shipments of raws at a shade off are heard of, but the general situation is about unchanged. One Pennsylvania refinery has reduced granulated to 7.45, but this refinery cuts comparatively little ice; the other refiners are unchanged. The Cuban situation in raw sugar is a little backward on account of rains, and the Western beet granulated season also seems to be a little backward. The time of dull demand is at hand and it may be that prices will shade a little from now on.

Syrup and Molasses.

Glucose is very firm, and compound syrup is firm in sympathy with it. The demand is fair. Sugar syrup and molasses are both firm and unchanged.

Canned Goods.

The tomato market is very quiet and easier than it has been for some time, $1.35 being quoted for 3s and $1.05 for 2s, with practically no sales at the moment. Corn is still firm, although there isn't very much doing just now, and not likely to be for some time. The market rules about $1.20 for actual business, $1.30 asking price. Peas are getting pretty well cleaned up, and it is very difficult to secure desirable grades at reasonable figures. There is no special changes in anything other than spinach, which is very strong, the market ruling about $1.40 for 3s, $4.50 to $4.75 for 10s. New York apples are quoted at $2.60 to $2.75 factory. Nothing of any consequence in other lines at the moment. California peaches are pretty well cleaned up on the coast; market ruling $1.75 for extra standards.

Fish.

Mackerel remains unchanged for the week. All values steady to firm; demand good. Cod, hake and haddock are still very high and in fair demand considering the price. Salmon is still working up and all values are very high on account of scarcity. Arrivals have been a little better during the week, but the market is not materially weakened. The demand is very active. Domestic and imported sardines are all very high and about unchanged in price.

Beans and Peas.

Beans are slightly easier, particularly as to peas and red kidneys. Marrows are firm with no anticipated break in price. Limas are strong, spot market ruling about 8 cents, with no quotations from the coast to-day. Last figures to be had out there were 7¼.

Dried Fruits.

There is practically no change in any line.

Butter.

There is an active demand for all grades of butter. The market is firm at prices ranging about 1 cent per pound advance over last week. The make is decreasing to some extent, which is usual for this season of the year. The quality arriving is a good average. The consumptive demand is good considering the high price, and we look for a continued fair demand, at prices ranging about the same as they are at present for the coming week. The make of nearby butter is extremely light.

Eggs.

The receipts of fresh eggs continue to be very light and the market is very firm at the recent advance. All eggs are being sold immediately on arrival and the production is very light, which is customary at this season of the year. We do not look for much change, however, from the present price while the consumptive demand continues as good as it is at present.

Cheese.

The stocks in cheese are reported to be very light. The market is firm at prices ranging the same as a week ago. The light supply is due to considerable cheese being exported. The consumptive demand is good considering the high prices. We do not look for much change from the present conditions in the immediate future.

Provisions.

Everything in the smoked meat line is steady, with a normal consumptive demand, prices ranging the same as a week ago. Pure lard is firm at ¼ cent per pound advance over a week ago, with reported light supply and good consumptive demand. Compound is also firm at prices ranging about ¼ cent advance, and we do not look for any change of any consequence in the next few days. Barreled pork, canned meats and dried beef are all firm, with moderate demand and unchanged prices.

INDIVIDUAL MARKET REPORTS.

Evaporated Fruits.

During the past few days there has been very heavy buying of evaporated fruit throughout the drying section. This buying has practically cleaned up these goods from first hands. The amount to be marketed from now on is small. While we have had a considerable advance, prices are not high yet, and especially so if one will compare prices on other dried and canned fruits. Fresh apples are selling at such high prices th will cause a heavier consump evaporated fruits generally.

Apple waste and chops similar position to evap apples. With the small ma evaporated apples you can stand the supply of waste small also. Outside buying o products has been small s owing to buyers being und impression that our market is to react like last season. Yo to forget last season and our actual condition. The s not here, not in any other sec the United States. On these it is another case of buying with no regrets—delay and y regret.

O. J. DELMARLE &
Rochester, N. Y.

Foreign Grocery Specialti

Pimentos (Spanish red pers) getting rather scarce i market. The first new which have been shipped time ago from Spain hav arrived yet, and they will r the scarcity of the article Cables from Spain report th packers are short of tinplat this may have a tendency vance the prices on peppers near future. Some brokers to believe that the price f mentos later in the season w much higher than it wa through last season. Of c this remains to be seen.

Olive Oil.—There is a steady demand for fine olive oil, while poorer grad neglected. Prices are very and as olive oil prices have shown practically no ad since the beginning of the the price movement on the grades of edible olive oil can be in one direction, and this go higher. Surely we c look for any lower price in oil in the near future.

Garlic is getting to be ext ly scarce. Contrary to all e

There's
Profit for You in Honey

The price of nature's delicious sweet has not been raised. Sell the honey your customers know is standard quality—the brand nationally advertised

AirlinE Honey

Comb Honey and Honeyspred in attractive air-tight packages. Extracted Honey in glass jars of various sizes.
Order through your jobber.

Absolutely Pure

Packed by
THE A. I. ROOT CO.
Medina, Ohio

AirlinE Bee Products TRADE MARK

ıs, it seems that the Italian rnment is withholding ship- permits for the garlic, which ed quite a scarcity here, and r firm and higher prices.

STROHMEYER & ARPE CO.
w York, N. Y.

—

Rice.

ınty supply of well assorted has quite dissipated the no- hat the market will show any on. Even though the demand to be running light for the ent, the tendency of prices is rd; in fact, such has already realized on the low and medi- rades, with every outlook for her advance in the better qual- as the demand turns in that ion. Receipts at this point are ng far below normal, due to rgoes and general car short-

vices from the South along the tic Coast note the demand has keeping pace with the improve- reported last week, especially cond heads and screenings. inas are moving out slowly. New Orleans, in the market lean, prices are holding very and notwithstanding the fact the demand has decreased to extent, this market seems to every confidence in the pres- tuation.

D. TALMAGE'S SONS CO.
w York and New Orleans.

—

Imported Fish Specialties.

ere have been rather heavy als of Holland herrings of but the trade has taken these ngs rather lively as they are y comparatively cheap, and dering present circum- ces, are really the cheapest ngs on the market. It does eem as if the market for Hol- herrings should decline any er. On the contrary, it is likely that with the coming ıe cold weather prices may an advance. There have no arrivals whatever of Nor- herrings. It seems that there be quite a lot of fall and g herrings offered from Nor- but so far, Norwegian ship- have been soliciting bids for herring from American im- rs, and, of course, American rters are not willing to make bids, particularly as the Nor- an shippers expect extremely prices for their herrings. ther or not the American ket will be interested, remains e seen. At the present mo- the particular trade that s the Norwegian herrings is fied with the direct cargo of nd herrings which arrived direct from Iceland. These ngs are selling in a good -to-mouth way.

Norway Mackerel.—It seems e absolutely sure now that will be no arrivals of Nor- way mackerel this season. The small quantity of mackerel which was caught in Norway was bought up by the Norwegian Government to be distributed to the consumers at comparatively low figures, so there will be none for export.

Imported sardines have been selling freely. Prices are very strong, and tending higher. In Norway there has not been any catch of late, and consequently prices are extremely firm. In Portugal they have had some catch of rather small fish. In France, of course, the fishing of sardines is over, and the fishing of sprats which should take place now is so far a total failure. Considering that tinplate is advancing steadily, and tinplate is extremely scarce in Europe, it is not likely that we shall see lower prices for imported sardines in the near future. The trade seem to be realizing that, and are buying freely at present figures, which considering everything, are rather reasonable.

STROHMEYER & ARPE CO.
New York, N. Y.

—

Wheat and Flour.

In last week's letter we said that Europe was confronted with a desperate situation in obtaining sufficient supplies of wheat. It has been most disheartening to see one after another of their sources of supply fail. First came our disappointing winter wheat crop, which was shortly followed by our spring wheat failure, and next in order came the disasters to the Canadian and Argentina crops. It is indeed appalling to realize that in North America alone there is a shortage of 600,000,000 bushels, as compared with last year, and to this must be added nearly 100,000,000 more for Argentina.

In view of these successive calamities in the Western Hemisphere, it is not surprising that immediate steps are to be taken by the British Government to control the consumption of wheat.

There is no assurance that Australia, which harvests in January, will have a normal crop, indeed, there is every prospect of a very small crop, for the area this year is 17 per cent. less than last year, being only 10,800,000 acres as against 13,000,000 acres harvested last year. But no matter what the out-turn may be in Australia, it is the difficulty of transportation from that country that constitutes the pressing problem. A peck of wheat in America or Argentina is worth more to Europe than a bushel in Australia, because of the difficulty of transportation from the latter country, yet it appears that fate has decreed that the greatest surplus crop should be in the most distant country, where to obtain one cargo a ship must perform a 24,000 mile journey, or equivalent to sailing around the world.

The chief event of the week is the proposal of Walter Runciman, president of the Board of Trade, to have the British Parliament enact a measure compelling the use throughout the British Isles of whole wheat flour instead of white flour, and the prohibition of the manufacture of fancy cakes and pastry.

It is inevitable that some such legislation must be enacted to conserve the food supply. Three and a half months of the crop year have already elapsed, and it is quite probable that it will take a month or more before any legislation along this line would become operative, so that whatever economy is effected will be during the last seven months of the crop year.

Let us see what the probable saving will be:—

The United Kingdom imported last year 232,000,000 bushels,

Your Trade

Every grocer is entitled to as much of his community's business as the quality of his goods and service can command. Some get the lion's share —others hang on and just make expenses. Why?

It is largely a question of quality and service. Goods that are known for their high quality command the great bulk of the trade.

N. B. C. advertising has carried the message of the best biscuit baked to nearly everyone, nearly everywhere. A display of the famous In-er-Seal Trade Mark packages is an asset to any grocer. People recognize these superior products as an indication of a quality store and do their regular buying accordingly.

NATIONAL BISCUIT COMPANY

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609 / Keystone, Race 746

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.

which with their native crop, gives an average monthly consumption of, say, 25,000,000 bushels, so therefore a saving of 10 per cent. for seven months would equal 17,500,000 bushels, or if 20 per cent., 35,000,000 bushels. We believe that a saving of 20 per cent. is the very maximum that can be hoped for, and if this will conserve the wheat supplies by 35,000,000 bushels, it is well worth the effort.

The present average extraction of wheat into flour is 70 per cent., namely, four and two-thirds bushels of wheat (280 pounds) make one barrel of flour. If Britons are to eat whole wheat flour during the last seven or eight months of their crop year, it would effect a saving of approximately 60,000,000 bushels. The present average monthly consumption of 25,000,000 is producing 17,500,000 bushels of flour which, under 100 per cent. extraction, could be made from 17,500,000 bushels of wheat, or a monthly saving of 7,500,000 bushels, or, say, 52,500,000 bushels for a seven months' period, or 60,000,000 if it could be made effective at once and continue for eight months, December 1 to August 1, 1917.

Theoretically these calculations are sound, but as a matter of fact, they are not practical, as present stocks of flour already in the United Kingdom and in transit and contracted for future shipment from the United States and elsewhere, must be taken into account. American millers will not welcome the manufacture of 100 per cent. flour, for the by-product is needed at home, nor will the British farmer favor it, because it will at one stroke remove one class of feed on which he is largely dependent and greatly enhance the value of substitutes.

At this level of prices our wheat market is very sensitive and sellers for a decline have a tendency to exaggerate the importance marketwise of this proposed conservation plan. When the situation is analyzed carefully it is found that the estimated saving makes up only a small part of the world's shortage, and that other countries may be forced to do likewise in order that the world may be fed until some of the 1917 crop in North America can be rushed to the hungry millions of Europe.

SHANE BROS. & WILSON CO.
J. W. Craig.
Philadelphia, Pa.

Libby, McNeill & Libby Held Liable When Their Salmon Poisons Consumer, Though They Did Not Pack It.

An important decision to food manufacturers and jobbers with private brands was returned by a jury in a United States District Court at Gadsden, Ala., last week, in the case of Mrs. Augusta Trippe, suing Libby, McNeill & Libby for $20,000 damages for the death of her husband, whom she alleged died from the effects of eating salmon sold and guaranteed by the defendant. The verdict returned in this case was for the full amount of the damages sought.

The case hinged entirely on the contention that Libby, McNeill & Libby held themselves out as manufacturers and guarantors of a product they did not make or pack themselves. Both the plaintiff and the defendant had a large number of experts to testify on both sides of the question as to whether or not the defendant died from ptomaine poisoning.

The Enormous Growth of a Mail Order Business.

In the first ten months of the current year Sears, Roebuck & Co., the Chicago mail-order house, have done as much business as for entire year of 1915, according financial report just issued. total sales for 1916 up to No ber 1st were $110,918,298, a crease of $24,189,514. The ment intimates that there wi a "melon" cut in the way of dends early in the spring. shown that the sales for Oc alone totaled $16,212,095, a crease over the correspo month of last year of $4,96 indicating that the rising mark merchandise and foodstuffs been the cause of increased from the regular patrons of th mail order concern and pro has induced buying from thou of people who heretofore patronized their local merc As the sales average about $11 000 a month for the ten mo it will be seen that if the same is kept up during November December, the total sales of concern will be in the neig hood of $133,000,000. These stupendous figures, and Sears, Roebuck & Co. in th of the largest concerns of United States in the amou business done.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

"That's Good."—It seems a peculiar title for the opening paragraph of this week's talk, but I like it. "That's Good," should be on the point of your tongue continually. You can apply it a hundred times a day and it will save a hundred per cent. profit on the investment.

* * *

Cook Book Reading.—Don't you know that it's a good scheme to read up the Cook Book occasionally? Along with different literature that I keep handy on the sitting room table is a well-bound cook book. Why, you can make yourself an "authority" on things. Take canned crab meat or canned shrimp or fresh finnan haddie even. Lots of women don't know how to prepare them. Isn't it nice to be able in an offhand way to tell them all about their preparation, even though you'd make a fearful mess of the practical part of it yourself? Whatever line you're pushing this week, take this pointer—look up the Cook Book and act wise. It's a wonderful help.

* * *

"Why Should I Buy Those Beans?"—Or words to that effect I overheard in the grocery salesroom of a New York department store last week. The salesman had his story pat and I was simply delighted to listen to it. He said in substance: "These beans are in the first place genuine, hand picked, double screened York State variety. They're baked, not merely boiled. The baking temperature is so powerful and so effective that all disagreeable gases are removed." Anyway he went on talking about that can of beans as though his reputation as a salesman depended on that particular sale. I saw him write the order for six cans. This simply goes to show the importance of knowing your goods—getting a full, clear, honest understanding of the thing you have to sell—and selling it. Apparently this particular customer called for another brand.

* * *

"Another Brand."—Substitution is a delicate thing to dabble with just the same. It doesn't do to run down advertised goods. Men won't put thousands of dollars' worth of advertising into an article that has no merit. Keep that in mind. But if the boss shows you a better article for the same money or less even, and wants that thing pushed, it's up to you to push it just in the way the department store salesman pushed his beans—by showing his reasons.

* * *

Use the Stormy Weather.—In other words, get after the people that don't come to you. If I were you I'd suggest something like this to the boss: "There's nothing doing in the store to-day on account of the storm; suppose I get out and pick up a dozen good orders this morning?" Try that, wet days, snowy days, windy days; any day that's an off day.

THESE MANUFACTURERS GRATUITOUSLY SEND RETERS ADVERTISING AND PLAY MATTER.

(Continued from page 11.)

The O. & W. Thum Co., G Rapids, Mich. Furnishes show c chandelier cards; also window t —six pieces, on paper, in co One show card is sent in each of 250 sheets. Tanglefoot Fly P

The Southern Cotton Oil 24 Broad street, New York. Furni recipe books, cut-outs, window tr parencies, complete window tr envelope stuffers, electros, lan slides showing dealer's name, other dealer-helps. Wesson S drift Oil.

Loose-Wiles Biscuit Co., I Island City, New York. Furni cut-out displays, store hangers, m zine advertisement reproductions, boards, sampling lists, and attra blank cuts for retailers' adverti

Buffalo Specialty Co., 375 Ell street, Buffalo, N. Y. Furnishes dow trims, newspaper electros, ters and circulars for dealers to out to their customers. Li Veneer.

William J. Moxley, Inc., P delphia, Pa., will send to all de handling their butterine win trims, cut-outs, empty cartons, ing picture slides, quarter-po samples and much other materia use in advertising and exploiting goods.

The Hill Bros. Co., New Y will supply, advertising Drome Dates and Cocoanut, framed signs, date hanger, yellow c paper, empty date cartons, coco hanger and all material necessary window displays.



t can be used in a hun-
lred delicious desserts—
n pies, puddings, ices,
ce creams, sherbets, etc.

Hawaiian Canned Pineapple

Crushed or Grated

lso has behind it the prestige created
y our advertising and your sales
fforts of last year on Hawaiian
Sliced Pineapple.

Now get behind us again on Hawaiian
Crushed and Grated. Our advertisements
ow running in the Saturday Evening Post,
adies' Home Journal, and Good House-
eeping are reaching 4,000,000 readers this
all and Winter.

Ask your jobber for prices. He can get you some well-known brand of the genuine Hawaiian Crushed and Grated Canned Pineapple.

ASSOCIATION OF HAWAIIAN PINEAPPLE PACKERS
Garland Building, Chicago

Cold Weather Specialties

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles—hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street
PHILADELPHIA



Here's Some Nut to Crack.

What would you fellows do in a case like this? If you had to fire one of your clerks, and it was a toss-up whether to fire one that you couldn't get along with, but that was a crack-a-jack clerk, or to fire another one that you got along with fine, but wasn't worth two cents as a clerk, which one would you let go?

It ain't as easy as it looks. One of my customers is up against that little thing just now, and he can't make his mind up.

Me, I told him I'd let 'em both go and get a *good* man that I *could* get along with. He says he don't know where there are any. He's tried to get one. He's advertised, and asked around, and there don't seem to be any first class men out of a job.

I said I'd take the job myself for $50 a week, but he insulted me, so now I wouldn't go there for anything.

Well, as I say, it ain't so easy. Everybody likes to get along comfortable with his help, and you can't do it when you've got somebody around that rubs you the wrong way. Don't make any difference how good he is—if you and him can't get along it ain't pleasant.

But you don't want a mutt around either, even if he's a nice fellow. You ain't paying him for his company. So he don't know what to do, and I'm asking you what *you'd* do.

Ain't it funny how many people there is in the world that can't hit it up with each other? The very minute they get where each other are, the sparks begin to fly. I've seen men that way with their wives—that's the very devil, ain't it—and brothers and sisters that way with each other, and fathers and mothers that way with their own children. Being that way with your own children always seems to me like getting mad at your own hand.

That's the way this customer of mine is with this crack-a-jack clerk. The boss is a North of Ireland man and the clerk is a South of Ireland man. Maybe that's got something to do with it, but it ain't got all. Why they can't say *anything* to each other that the other one don't flare up. I've heard 'em hit at each other right in the store before customers. *Anything* at all is good for a hot argument. Still, the clerk is an A-1 man and there ain't anything wrong with him anywhere.

The other clerk's a Dutchman and everybody likes him. The boss slaps him on the back and kids with him all the time. But he'd make a better nurse for the baby than he would a clerk. He's sloppy and he forgets, and he's slow, and he ain't got much head, and—oh, he really ain't worth $5 a week. Does the best he can, understand, but it ain't in him.

The boss can't bear to see the last of Herman, and he can't bear to see the last of Jim either. And he can't keep 'em both. I tell you it ain't easy.

I heard Jim and the boss get into an awful red-faced fight one day before six people over whether the Monday of the week before had been rainy! Can you beat it? The boss was trying to fix the time when a shipment of goods come in, and he knew it was on a rainy day that he thought was Monday. You wouldn't think there was much of a fight in that, would you? It was enough for them all right. In five minutes they were at it hammer and tongs. I had to almost pull 'em apart. That's the kind of fellows they are.

"What's the matter with you and Jim, anyway?" I said to the boss one day last summer. "I should think you could get along with a good man like that."

"I don't know," he said. the minute he says anything to contradict him and it's th with him. I've tried to k down, but we simply can't

"Makes it pretty blamed u fortable for both of you,"

"You're right. It does."

"First thing you know leave," I said. "A man lik don't have to work where h comfortable. I'll bet I cou him four jobs to-morrow."

"If you do that you neve to come in here again!" he "Taking a man's help from h that!"

Can you beat it?

I believe it would help a lo boss would take Jim off by h and say, "Here Jim, what anyway? Why ain't we along?"

Talk the whole blame thi that's what I'd do. Nothi talking it out. Maybe the cause for it that could be out.

Trouble is, maybe they'd c other's heads off before th through.

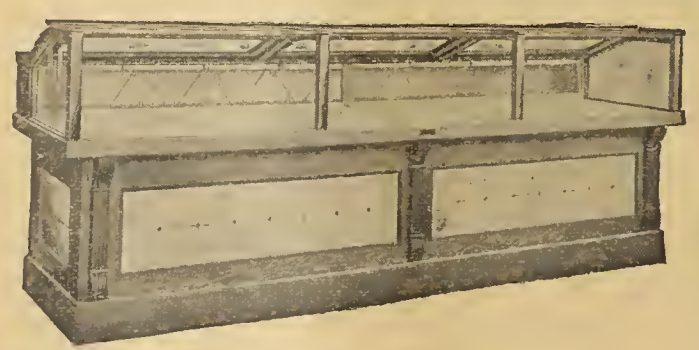
THE STRO

Wholesale Grocers Very on Future California L Bean Contract.

Say It Is Sprung on Them Aft chase Is Complete and Is U Sellers, in Season of Short C Do Them Out of the Bean Have Bought. National Wh Grocers' Association May Be to Take Matter Up.

The wholesale grocers of th are somewhat up in arms ov condition in which they find selves under the regular lim contract used by the Cal Lima Bean Association. Th

The Latest Thing in Display Cases



Hill's Economy Cases

THEY are the only display cases having doors that slide forward, completely out of the way. These cases are made of oak, the front ends and top being glass give full display and at the same time perfect refrigeration.

Send for catalogue showing complete line of **Hill's Famous Dry Cold** Refrigerators and Display Cases.

C. V. HILL & CO., 360 Pennington Ave., Trenton, N. J.

...oo Many ...ailures! STOP ...he Cause!

...Investigation in a ...y of 200,000 popu... ...ion shows 35 gro... ...failures per month ...95% due to "too ...ich credit" and ...o turn-over."

...Best value possible ...lowest prices and ...N. Green Stamps ...en by the retailer, ...esent a drawing ...wer of unquestion... ...le strength.

...The "Sperry" System ...lps the retailer by ...king added sales ...a **cash** basis.

...The "Sperry" System ...ps the cause in the ...gical way—by giv... ...g the people what ...ey want.

...Further facts gladly ...ven.

The
...erry & Hutchinson Co.
Geo. B. Caldwell, Pres.
...W. 45th St., N.Y. City

some talk of trying to get the National Wholesale Grocers' Association to make an issue of the matter.

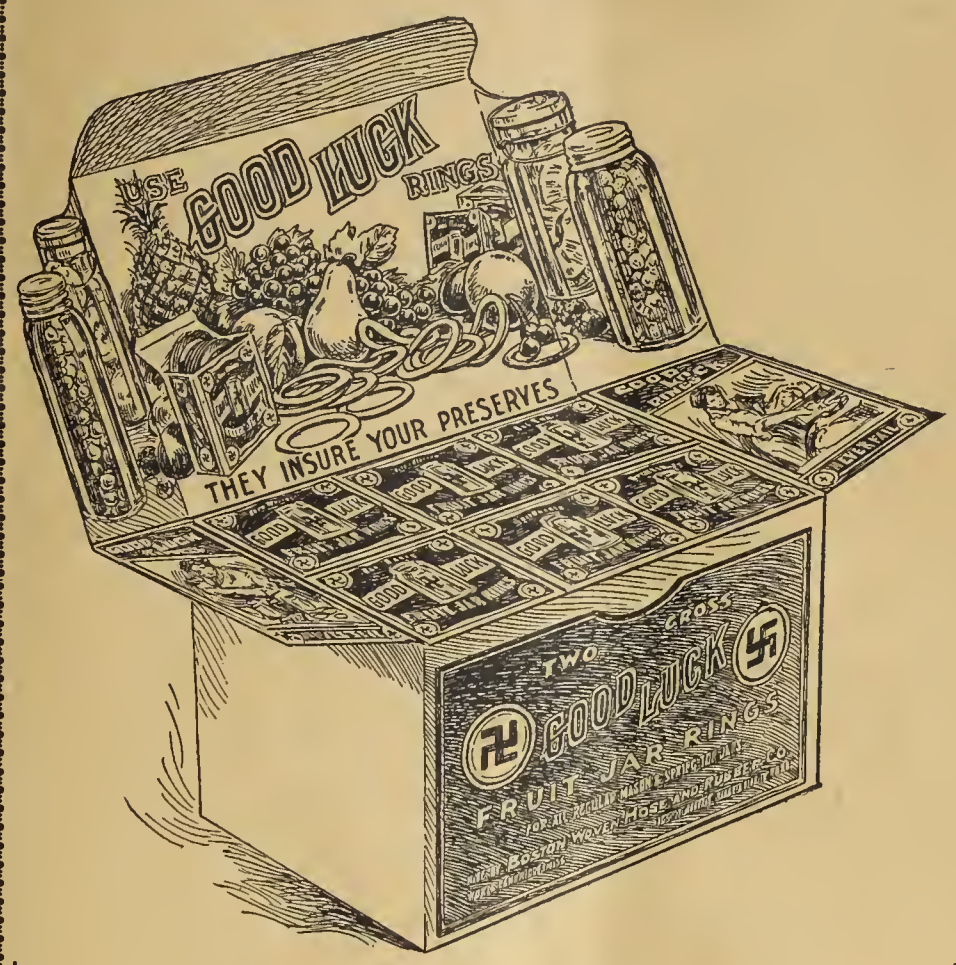
The provision which is causing all the trouble is as follows:—

FUTURE SALES.

Seller and buyer agree that, as they are buying and selling a crop the maturity and harvest of which depends entirely upon the weather of California, that in case of destruction by the elements of one-half or over of the crop, that seller shall be released and this contract null and void; and in case of rain damaging the crop that it shall be the seller's privilege to furnish rain-damaged beans, but same to be recleaned, and sample of quality of such rain-damaged beans to be furnished for approval, with buyer's option to accept or reject such beans before shipment, such rejection to constitute delivery.

The feeling of the jobbers can be seen from a statement made by one of them to this paper during the week:—

"The broker comes to us," he said, "and sells us future beans. It is understood clearly by both parties that what takes place is an actual sale. Later on he brings a long, closely-printed contract for us to sign, and as we have no idea that this can change the terms of sale, we sign it. The crop is short and the market advances. We are told that we won't get very many beans under our contract. We look up the contract and for the first time we find the above clause in it. It seems from that, that if the crop is under 50 per cent., they can cancel the whole thing—needn't deliver any at all. The object of that is to enable them to resell *all* the beans which they sold us, at the higher prices which will of course rule if the crop is only 50 per cent. Under that clause they can also bring us bad beans, that is rain-damaged beans—they must be recleaned but that might not make them fit for our trade—and we must either take them, or take none, for 'rejection constitutes delivery.' The object of that also is to enable them to force their poorest beans on us and sell the good ones at the higher price. In all my experience I have never known such a one-sided contract. As a matter of fact, it is pretty nearly a fraud on the trade, for its evident object is to enable the bean people to cheat the trade out of their beans and sell them in a higher market."



Can You Doubt That This Would Sell Jar Rings?

This cut shows our display container which sits on your counter and silently sells ***Good Luck Jar Rings.***

For several weeks we have been telling you the story of ***Good Luck Jar Rings.*** They can't be retailed for five cents a dozen, but must be sold for ten cents. Nothing but live, new, fresh, resilient rubber goes into them (stretch one) and they will last and last and last—way beyond the cheap jar rings that are made from reclaimed rubber. If you have any left at the end of the season, you can carry them to the next without the slightest loss. Do you know any other jar ring you can do that with ?

No housewife who buys ***Good Luck Jar Rings*** will ever come back and complain that bad rings spoiled her canning.

Your jobber has these.

Boston Woven Hose and Rubber Company

LARGEST MAKERS IN THE WORLD

CAMBRIDGE, MASS.



No. 391.—Another Plan of Preventing the Cancellation of Orders.

Apropos of my recent article on "Cancelling Orders Seen in Two Lights," I have received through a Western paper a copy of the selling contract used by a large Ohio carriage company. Evidently this concern sells its goods through salesmen, and it uses a very elaborate and complicated order blank, containing the specifications of the order, and also a large number of clauses intended to tie the buyer up so he can't cancel. My attention is particularly directed to the following clause:—

If the undersigned purchaser countermands this order, or any part thereof, or causes shipment to be held beyond present season the undersigned purchaser agrees to pay 20 per cent. of the net amount of the goods herein ordered to The American Carriage Co. as liquidated damages.

Of course the purpose of this clause is clear. It is to hold the buyer to his order—prevent cancellation, in other words. The theory is that when a buyer who decides he wants to cancel sees that he will have to pay 20 per cent. of the contract price for the privilege, he may hesitate to do it.

My opinion is asked as to the probable effectiveness of this clause to fulfill the purpose for which it is intended, and the statement is made that it has been tested and upheld in Texas. Undoubtedly it would hold everywhere if it could be proven that the carriage concern actually lost 20 per cent. by the buyer's cancellation. In other words, if that was the real damage, it could be collected anywhere.

I want to explain briefly what "liquidated damages" means. Every reader hereof has signed or seen contracts containing a provision that if one party defaulted, he should pay to the other a certain sum as liquidated damages. "Liquidated damages" means the actual damages sustained through the default, but very often the sum named is way beyond the real damages, and is really put in as a penalty for breaking the contract. The courts will not allow a penalty to be collected in such a case, but will allow the real damages due to the default to be collected. Therefore it is a crafty custom to call whatever sum is put in the contract "liquidated damages," so that it will be upheld. But the courts pay no attention to what name is used, but go straight to the fact, and when somebody breaks a contract or refuses to take an order, the court will confine the other party to proving his actual damages no matter what sum has been named in the contract. He can collect that and nothing more.

As was said by the United States Circuit Court of Appeals, in deciding a case only last week:—

> The mere use of the terms "penalty," "forfeiture," "liquidated damages," "stipulated damages" is not conclusive as to whether a contract provides for liquidated damages or a penalty. In this case the contract provided that it was not a building contract, but one for the furnishing of materials to be used in performing a building contract. It provided that, should the contractor fail to complete the work by a specified time, he should pay to the owner "liquidated damages" for each and every day thereafter, while the owner should pay to the contractor a bonus of the same amount for each and every day that the work was completed prior to the specified date. There was a delay in the work, and a claim was made for damages at $50 a day. The actual damages only can be collected.
>
> There are numerous cases in which the law does not enforce contracts according to their literal interpretation. This is true generally of bonds, other than penal ones, which usually provide for a fixed liability upon condition, but upon condition broken the law enforces not the contract according to its literal interpretation, but for the amount of the actual damages.

So that I say again, without doubt this 20 per cent. clause will be upheld everywhere, if the carriage company can prove that it really lost 20 per cent. of every order defaulted upon. If it can't prove that—if in fact the actual loss was much less than that—then the courts of most States would throw the 20 per cent. out and award the carriage company only what it actually lost.

I am asked what I think of this clause as a means of holding customers to their orders. It has a certain effectiveness, but it is not so effective, in my opinion, as the plan of including a clause that "this order (or this contract) is not subject to cancellation." A buyer who signs an order or contract with that clause in it is unquestionably tied up as tightly as he can be, always provided no fraud has been practiced on him.

(Copyright, November, 1916, by Elton J. Buckley.)

—

Question: "J.," Delaware.—I am going to get another party to manage my store. I have been in it some time and got worn out at it, and besides I want to get old accounts closed up and cut out some long credit business. Now, have I a right to run it as "W. E. J——— & Co. when there are no partners?

Answer.—You can legally do business as "W. E. J——— & Co." although there is nobody in the firm but yourself.

—

Question: E .O. Spotts, secretary Tarentum (Pa.) Business Men's Association.—John Doe owes me $100. I have used every means at my command to get him to pay same. He refuses.

John Doe comes into my
purchase some article for 5
he tenders me a $20 bill.

Question: Can I keep the
or any part of same and a
his account?

Answer.—Such a course
be just as illegal as going
pockets and taking out m
pay yourself with.

—

Question: G. S., Pennsyl
Two months ago a salesma
butter and egg house stoppe
place and urged me to bu
him, as he would undersell
jobbers of the same line.
ing it was a good contract,
into it. He gave me a carb
of the contract with the ar
bought and with his name si
it, and besides he gave n
January 1st to take the good
I needed them.

This salesman never ma
agreements with me as to
was to pay him or whet
credit was good or not, so
him a check every two week
last time I gave him a chec
for a week later, and he re
send me my order out, but h
let me know about it unti
run out of eggs. I called t
and told them to ship the
out at once. They refused
them under the old contrac
told them I would pay the
for everything I got, but st
refused. Now, can you
whether I am right or no
this, as I want to sue this c
as soon as possible.

Answer.—I assume that t
ket on eggs has advanced c
ably above your contract p
that you should have know
they would welcome any pr
throw the contract over. Yo
very foolish to do *anything*
might give them an excuse.
not answer you as fully as I
like without seeing the contr
it seems to me that you viola
contract first and thereby gav
good legal ground for decla
ended. I think you must h
taken when you say that th
tract contained nothing abo
terms, but even if you are
you evidently made your own
by giving them a check eve
weeks. When you gave t
check dated a week ahead y
lated those terms, and the
was not obliged to stand fo
he did not want to. You
have realized that he wou
want to and would not need t
the market where it is.

Of course if the contrac
dead, your offer to pay the c
price, in cash, would not brin

.in. I am afraid you will
/ou sue here.

—

-Requests for information in
artment should tersely set out
l the facts bearing on the case,
questions should be carefully
o avoid misconstruction. Write
ide of the sheet only. Letters
)e received at this office not
n Tuesday of each week, to en-
answer in the Monday's issue
g. The signature and address
vriter must accompany all in-
and will be published un-
e is a request not to do so. All
received will be answered
charge. Address all communi-
o Legal Editor "Modern Mer-
d Grocery World."

ısylvania Organization Notes.

Waynesboro Association is
g a "get-together" meeting
nerchants and their employ-
ıere will be a big programme
rtainment.

* * *

Merchants' Association of
ton will hold a meeting of
interest on Friday, Decem-
ı. Mr. Smedley will make
lress.

* * *

ondale is arranging for a
eting, with good speakers,
ments and special attrac-

* * *

Pittston Association has just
a successful food show which
one week.

* * *

isle has organized a Board of
and celebrated the event last
vith a banquet.

* * *

Waynesboro Association
"get-together" meeting of
ants and clerks on November
There was a good programme
ertainment.

* * *

ler the auspices of the Cham-
f Commerce of Rochester,
the wholesale dealers of the
vited all the retailers within
mile zone to attend the first
unity Council. The meetings
held in the rooms of the
ber of Commerce and there
large attendance.
e morning session opened
an address of welcome by
Hiram H. Edgerton, Mayor
e city, and a welcoming ad-
upon behalf of the Chamber
mmerce by Roland B. Wood-
secretary.

Joseph T. Alling, a Rochester business man, then addressed the convention on "General Co-operation and Service."

Re-assembling after luncheon, Mr. Smedley addressed the conference on "Mail Order House and Chain Store Competition and How to Meet it." The balance of the afternoon was devoted to questions on trade topics and general discussion.

The conference was banqueted in the evening at the "Power's Hotel," and covers were laid for five hundred. The chief address was by E. B. Moon, of Lakeville, Ind., on the subject of "Retail Merchandising from the Standpoint of the Small Retailer." Adjournment took place at a late hour, everybody voting the conference a big success.

* * *

Mr. Smedley addressed the Northside Pittsburgh retail grocers on Thursday, November 16th. There was a big attendance, a full discussion of grocery problems and a fine lunch.

* * *

The American Specialty Manufacturers' Association were in session at Pittsburgh on November 14th, 15th and 16th. Retail grocers were represented by National President Schaeffer, ex-Secretary John A. Green, J. C. Norris, New Castle, and A. M. Howes, Erie. There were some good speakers and the convention was a big success.

* * *

Retail merchants throughout the State are preparing for a big holiday business. Let us hope it will be profitable as well as big.

The Week's Dry Goods Record.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale dry goods distribution for the current week has been running well ahead of the corresponding period of a year ago.

The volume of road orders for immediate delivery has been heavy in response to the more seasonable weather, while road sales for future delivery have been much in excess of the week 1915.

Buyers have attended the market in larger numbers.

Collections are in excess of the same week last year.

The market on domestic cotton goods is firm and advancing.



A Useful List of Ham and Buyers

Do this for your own good: Make a note of everybody who buys a slice of ham of you in a week. It may tell you how small a percentage of your customers are buying ham, and that in itself is useful information, but mainly use it for this: ask them afterward how they liked it.

If they aren't enthusiastic, we want you to think of **Liberty Brand** hams, the sweetest, tenderest, juicest ham on the market, packed by us with our own cure.

Send for one **Liberty Brand** ham and test it out.

F. G. Vogt & Sons, Inc.

30th and Race Streets Philadelphia

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Household Specialties.

Singer Brothers, 82 Bowery, New York City. Write for catalogue.
United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

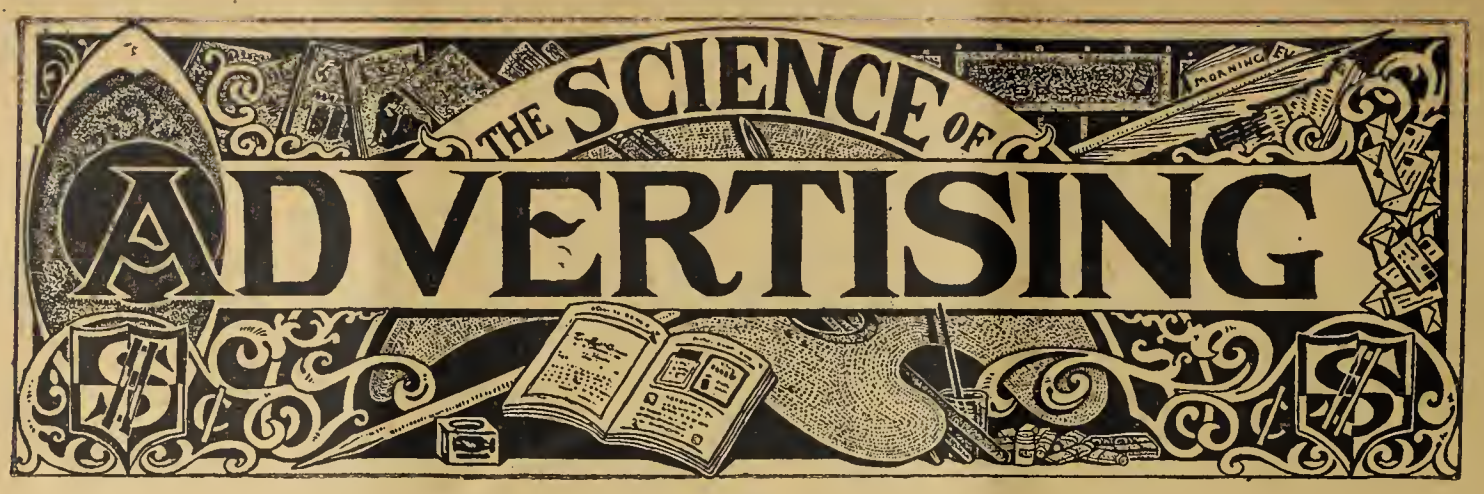
Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Messrs. D. Shipps & Son, Bordentown, N. J., send me a couple of 6-inch single column newspaper advertisements recently used by them, I judge in local papers. One is from a paper printed on good quality white paper, and the other is apparently from a paper printed on poor grey stock. The difference in the appearance of the two advertisements is remarkable, due entirely to the difference in the quality of the paper used.

* * *

I am reproducing both advertisements here, about the original size:—

CUT OUT THIS COUPON

It is worth a nickel when used in the purchase of a pound of our popular 25c. blended Coffee.

We have here an old crop Coffee, not only perfect in the bean, but possessing a cup quality equal to many coffees selling regularly @ 30 and 35c.

A saving of 5 or 10c. on a pound of Coffee is surely worth while.

Canned Pumpkin—Why bother with the fresh when so satisfactory a substitute is available, 12c. can.

Table Raisins—Royal Buckingham Clusters. Fancy Malaga frpit, 28c. lb.

Pineapple Cheese—Well known Norton brand, finest quality, 65c. each.

Maple Syrup—Direct shipment from Vermont. Pure Sap Syrup, 50c. quart.

Hawaiian Pineapple—Paradise Island brand, best packed. Extra large tins, 20c., the regular 25c. size.

D. Shipps & Son.

Of these two advertisements, the one with the coupon at the head is the better set because it shows the price in boldface type, and in the right place—at the end of the paragraph. The other advertisement sets it in boldface too, but sticks it in the body of the paragraph. The

New Crop Formosa Oolong Tea

19 packages have just been received. The quality is particularly fine. Owing to the extremely high ocean freight, Teas are costing more in a wholesale way. No advance, however, in our retail prices.

Sweet Cider

Of excellent flavor. Made from Jersey apples. May we send you a gallon?

New Pack Tuna Fish

Leggett's Premier Brand. All white meat. Nothing better to be had. Half-pound tins, 15c.; One pound, 25c.

Del Monte Asparagus Tips

New pack, large spears, 20c. per can. A low price in view of a short pack.

Boston Marrow Squash

(Sold as pumpkin) differs radically from the usual canned pumpkins. Being dry packed it is more economical to use.

Airline Honey

The largely advertised brand, absolutely pure, beautiful in color and of perfect flavor, 15 and 25c. per jar.

D. Shipps & Son.

effect is not so clean cut. Still, both advertisements are good, and I would expect them to sell goods. From what I can see of the clippings sent, they were both next to reading matter, and undoubtedly were seen. I would suggest some slight changes in the method of display, however. I should not separate the paragraphs with rules that go completely across the advertisement. That kind of rule is used to separate the advertisements of different advertisers, and to use it in the body of an advertisement is confusing. I should use rules only half as wide. Then I should put a border around the advertisement so as to make it even more conspicuous than it was. With a narrow border around this advertisement would stand out of the page a great deal better. This style of display is always good from the standpoint of conspicuousness on a newspaper page.

* * *

The text of this advertising is good—terse, snappy, well written and comprehensive. It really condenses the meat of the offering in a few words. I don't understand why some goods are priced and some are not. Price everything you possibly can.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Government Will Learn Whether Storage Warehouses Choke With Food While Price Soars.

Daily newspapers everywhere have published the charge during the week that warehouses and cold storage plants in Chicago and the surrounding country are so jammed with food products of all kinds that many are unable to accept more for storage, but, despite this fact, the price of all food commodities is steadily climbing higher. This was the gist of a report being prepared by United States officials to be forwarded to Washington. The report is the most comprehensive statement of actual food conditions in America which ever has been prepared, according to officials in charge of the investigation. The conditions revealed, it is expected, may be the basis of Grand Jury action charge being conspiracy to co the supply of food and prices. vestigation is being made by legal departments here and Washington to determine wh a violation of the Sherman Trust law is involved. Later eral agents seized the books o large cold storage warehouse panies for use in the investig into the high cost of living. records were taken to the offi the United States District A ney and will be given to the eral Grand Jury, which meets day. The Federal Trade Com sion announced during the that it would make no investig into the high cost of living.

Some Wise Hints on Keeping Ca Goods.

How losses in canned foods be curbed are told by a We jobbing house as follows:—

Pile the case on their side that the cans will be lying do and not standing up.

Do not put canned goods a dirt floor nor less than inches away from wall.

If your cellar has a dirt flo build a platform at least inches from the floor on wh to store goods.

The contents of cans lyi down hit both ends of the t leaving no air space to ca swells or springers. When ca are lying on their side the space is on the side, and n body ever saw a can swell the side.

Damp, dirt cellars ca rusty cans.

When a leaky can is disco ered, get it out of the ca quick, as it may destroy a doz others.

Occasionally open a case two and see how goods a keeping.

It is declared that the practi storing cases so that the can on the side will not only re swells and springers, but lesse liability of rust damage, by ma it more difficult for moisture t main on the outside of the can is also claimed that springers return to normal shape if pl under refrigeration.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columb



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

How Long Would You Stand a Jobber's Salesman Who Did This?

Would you give an order to a jobber's salesman who couldn't promise you that it would ever be delivered?

You certainly would not.

Then why do you give a specialty order to a specialty salesman who can't promise when it will be delivered or that it will ever be delivered? You do that every time you sign an *unstamped* specialty order, for the jobber has a way of paying but little attention to unstamped orders. The salesman who takes such an order will try to get it delivered, of course, but he never knows if he will succeed.

Jobbers handle *stamped* specialty orders exactly as they handle their own—promptly and precisely—because stamped specialty orders are guaranteed by the manufacturers.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125. THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.

"J. S."
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS.
415 Curtin St., South Williamsport, Pa.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed Pudding, 10-cent packages, at 6 cents per package.

60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent cakes, at 3 cents per cake.

25 cakes Enoch Morgan's Sapolio, 5-cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5-cent cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster, Pa.

Offer No. 148.

Have on hand an Enterprise Counter Coffee Mill, two 19-inch drive wheels; have no use for it, am using electric mill. Also some Wm. Wrigley's Scouring Soap. Make offer.

SNADER & CO.,
Adamstown, Pa.

Offer No. 149.

10 cases Cruiser Brand No. 3 California White Cherries, at $2.

15 cases No. 2 California Apricots, Sweet Briar Brand, 75 cents doz.

WITMAN BROS.,
Harrisburg, Pa.

Offer No. 151.

Five dozen Ladies White Fine Ribbed White Fleeced Pants, size 36, Setsnug brand (6¾ lbs. to dozen on size 36), at $4 a dozen, f. o. b. Palmyra, Pa.

THEO. E. LERCH,
Palmyra, Pa.

Offer No. 152.

We have 16 pounds Tetley's Tea, which we will sell for 30 cents per lb.

Three Toledo Scales, Butchers' Ice Box, Meat Table, etc. Will sell cheap.

C. R. LEE,
212 Penna. Ave., Meadville, Pa.

Offer No. 153.

For sale. A lot of about 2,398 pieces of blue and white lined enamelware, known as the Ideal Agateware, and manufactured by the Cleveland Stamping and Enameling Co., and graded as first class. Will be very glad to mail a list to anyone interested in purchasing same. As the cost has advanced considerably, we will name an interesting price for a quick sale.

C. F. BONSOR & CO., INC.,
Philadelphia, Pa.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

FOR SALE OR RENT

STORES.

FOR SALE.—General store, two-story brick building, 75 x 100 feet; six ideal display windows, warehouse adjoining; stock $45,000, groceries, furniture, carpets, wall paper, dry goods, ready-to-wear, etc.; established for thirty-five years. Will sell at a reasonable price, cash and terms to suit. Ill health and advanced age reason for wanting to sell. Fine location, big country following. Address A. D. Lydic, Mahaffey, Clearfield County, Pa. 25

FOR SALE.—Wishing to retire from the retail grocery business, I offer for sale my two stores, located at 1901 Orthodox street, Frankford, Philadelphia, and Jasper and Tioga streets, Philadelphia. Stores doing from $375 to $500 cash business weekly. Excellent chance for a live one. Apply A. Ivison, Jasper and Tioga Sts., Philadelphia. 23

FOR SALE OR FOR RENT.—Large store and cellar, 20 x 40, on a main street; good location for a cut price grocer. At present doing about $800 a week, but could easily be increased, as present owner cannot devote entire time to it. Address S. T., care Grocery World Publication Co., 927 Arch St., Philadelphia. 23

MISCELLANEOUS

FOR SALE.—Top truck body, with panel sides, two doors in back, with big oval glass in each door; first-class condition; fits any Ford chassis; very cheap if sold at once. Apply O. H. Heffner, Fleetwood, Pa. 23

Central Station Serv

Once you have adopt Central Station Service, y will find that the cost power is in exact pr portion to the amount y actually use. You are n compelled to operate yo entire power plant, at gre expense, to obtain only fractional part of i capacity.

Central Station Service not only cheaper than p vate plant operation, but is more efficient and mo dependable.

THE PHILADELPH ELECTRIC COMPAN TENTH AND CHESTNUT STS



We Are Helpin You Sell Chase-

Every new customer you get **Chase-O** makes two more. We h you get the first customer by the vertising we are doing to your c tomers, and by the window displ we will do for you if you'll let us.

Chase-O is one of the most wond ful little labor-savers in existence.

CHASE-O MFG. C

Hancock and Columbia Ave., Philadelphia,

This Space Reserved

for

C. Wilkinson's Sons

There are consumers who suspect retailers that try not to sell nationally advertised goods. Sometimes that suspicion is unfair to the retailer, but it exists notwithstanding.

The point is that there is a large body of opinion that advertised goods are good and to be preferred. The dealer who sets himself against that is cutting himself on a weapon that he might use to his own great advantage.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
Aunt Jemima Mills Co., "Aunt Jemima Pancake Flour" and "Aunt Jemima Buckwheat Flour"

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, NOVEMBER 27, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	7
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	21
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Package Coffee
Butter
Canned Goods
Canned Meats, Armour's
Paper Bags, Continental
Cheese
Eggs
Fresh Fish
Prunes
Nuts
Vinegar
Lard and Compound
Dressed Meats
Brushes

DECLINES.

Flour
Olive Oil, Normanna

—1—

SUGAR.

	Barrels.
Cut Loaf	8.80
Eagle Tablets	9.65
Crystal Dominoes, 24 5-lb. pkgs	10.65
" 60 2-lb. pkgs	10.65
Patent Cubes	8.15
Confectioners' Lozenge	7.80
Powdered	7.75
Fruit Powdered	7.65
Dessert and Table, 2-lb. cartons, 48 lbs.	7.95
Granulated, fine or standard, McCahan	7.70
" " Franklin	7.70
" extra fine, bbls	7.65
" " 2-lb. bags	8.05
" " 5-lb. bags	8.05
" " 10-lb. bags	7.95
" " 25-lb. bags	7.95
" " 100-lb. bags	7.65
" coarse	7.80
Confectioners' Crystal A	7.65
A Confectioners'	7.55
A No. 1	7.50
A No. 2	7.45
Franklin B	7.30
Extra C	7.05
	6.90

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.38
Firsts, ¼ chests	.31
Extra seconds, ¼ chests	.25 -.26
Seconds, new, ¼ chests	.21
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.31
No. 1, extra quality, 20-lb. boxes	.34

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61
Green Label, I. and C., 10c. 2-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ..... per doz.	.75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz ..... per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	.70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocha Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20¼
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.17½
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.15¾
Rio, prime	.14¼

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.50	18.60
Seven Day (f. o. b. N. Y.)	15.50	15.60

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	.....
Tomson-Hummels, tin, ½ gross ..... per gross	2.60
" imp., ½ gross ... "	2.15
Floto's, improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 3 doz	2.60
" No. 3, 3 doz	4.10
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs .... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ⅓ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—
Creamery specials
" extra, 60-lb. tubs
" first, " ..
" second, " .....
" third, " .....
" dairy, extra, bakers' use, 30-60 lbs. .3
" 5 and 10-lb. rolls, 60 and 100-lb. boxes ...

Print Butter—
Gurnse, lbs. and ½ lbs.
Awltru
Honebe
Star or S. D., 1 lb., 20-50 lb. bozes
B. B., E. D., 20-50 lb. boxes
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes
Sheaf ("400"), Elgin, 20-50 lb. boxes
Sheaf
White Rock

CANDLES.

P. & G., 8s, 30 lbs.
" 16s, 30 lbs.
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
Searchlight, hotel, 16s, 30 lbs.
Peerless, hotel, 16s, 30 lbs.
Bright Light, 16s, 30 sets to box ..... per box

JARS AND JAR RUBBERS.

Mason's— Pe
Half gallons
Quarts
Pints
"Good Luck" Rings— Pe
Case lots of 12 gross
Less case lots
Jar Rubbers—
Double lip, wide, 1 doz. cartons
Single lip, wide, 1 doz. cartons
Acme, wide, 1 doz. cartons, 5 gross boxes
" medium, 1 doz. cartons, 5 gross boxes
Lightning, pure rubber, bulk
Reliable, white rubber, wide
" " medium
Black rubber, medium
25-lb. lots 1 cent per lb. less.
Jar Tops— Per
½-gross boxes, no rubbers
Jelly glasses, fluted, bbls. 24 doz ..... per doz.

CATSUP.

Snider's— Pe
16 oz., 2 doz
8 oz., 2 doz
Ritter's—
Tomato. ½ pint, 2 doz
Tabasco, ½ pint, 2 doz

KETCHUP.

Curtice's "Blue Label," Tomato— Pe
Small, 25 bottles
Medium, 85 bottles
Large, 12 bottles

—5—

CANNED GOODS.

ans—
s 1.00
I., No. 2 .....
ell's, 16 oz., tomato sauce or Boston .....per case .....
s, No. 2 ....
mp's, No. 2 ..... 1.45
ank's, No. 2 .....
s, No 2 .....
Head, No. 3 ..... 1.45
, No. 1 .....
s—
rd, New Jersey, No. 3 ..... 1.40
Maryland, No. 2 ..... 1.05
" No. 3 ..... 1.35
ans—
rd, New Jersey, No. 2 ..... 1.35
Maryland, No. 2 ..... 1.40
small, No. 2 ..... 1.85
ans—
rd, New York, No. 2 ..... 1.30
fancy, New York, No. 2 ..... 2.20
New York, No. 2 ..... 1.70
rd, Maryland, No. 2 ..... .80
ney Beans—
rd, New York, No. 2 ..... 1.20
Maryland, No. 2 ..... 1.05
Illinois, No. 2 ..... 1.20

rd, New York, No. 2 ..... 1.10
New York, No. 2 ..... 1.20
rd, Maryland, No. 2 ..... 1.05
Maine, No. 2 ..... 1.45
Maine, No. 2 ..... 1.45
eg, No. 2 ..... 1.05
grain, No. 2 .....

rd, New York, No. 2 ..... 1.20
New York, No. 2 ..... 1.60
sifted, New York, No. 2 ..... 2.20
rd, Southern, No. 2 ..... 1.05
Southern, No. 2 ..... 1.20
sifted, Southern, No. 2 ..... 1.60
rd, Indiana, No. 2 ..... 1.05
Indiana, No. 2 ..... 1.20
sifted, Indiana, No. 2 ..... 1.60
rd, Wisconsin, No. 2 ..... 1.30
Wisconsin, No. 2 ..... 1.60
sifted, Wisconsin, No. 2 ..... 2.20

rd, New York, No. 2 .....
" No. 3 ..... 1.45
New Jersey, No. 2 .....
" No. 3 ..... 1.30
h—
rd, New York, No. 2 ..... 1.20
New York, No. 2 ..... 1.45
rd, Maryland, No. 2 ..... 1.15
Michigan, No. 2 ..... 1.40
us—
No. 2½ 2.40
m, No. 2½ 2.40
No. 2½ 2.70
No. 1 ..... 2.45
ns—
ard, New York, No. 3 ..... 1.20
New Jersey, No. 3 ..... 1.05
—
ard, Maryland, No. 3 ..... 1.40
out—
ard, New York, No. 3 .....
Maryland, No. 3 .....

California Canned Fruit.

—
, No. 3 ..... 2.95
No. 2½ 2.45
Standard, No. 2½ 2.10
ard, No. 2½ 1.95
Pears—
, No. 3 .....
No. 2½ 2.70
Standard, No. 2½ 2.50
ard, No. 2½ 2.35
herries—
, No. 3 .....
No. 2½ 3.10
Standard, No. 2½ 2.95
ard, No. 2½ 2.60
, Lemon Cling, Sliced—
, No. 3 ..... 3.15
No. 2½ 2.20
Standard, No. 2½ 1.95
ard, No. 2½ 1.75
, Lemon Cling—
, No. 3 ..... 3.15
No. 2½ 2.20
Standard, No. 2½ 1.95
ard, No. 2½ 1.75
, Yellow Crawford—
, No. 3 ..... 3.00
No. 2½ 2.20
Standard, No. 2½ 1.90
ard, No. 2½ 1.60

Eastern Canned Fruits.

—
York State, No. 3 ..... 1.10
" No. 10 ..... 2.75
rries—
rup, No. 2 ..... 1.55
ter, No. 2 .....
s—
e Wax, light syrup, No. 2 ..... 1.55
" heavy syrup, No. 2 ..... 1.75
s—
, No. 3 ..... 1.60
ds, No. 3 ..... 1.35
No. 3 ..... 1.05
.
ett, Extra Standard, No. 2½ 2.20
r, syrup, No. 3 ..... 1.45
water, No. 3 ..... 1.10
—
y syrup, No. 2½ 1.45
syrup, No. 2½ 1.20
ries—
e, in water, No. 2 ..... 1.60

—6—

Strawberries—
Extra preserved, No. 2 ..... 2.00
Preserved, No. 2 ..... 1.80
In water, No. 2 ..... 1.40
Pineapples—
Hawaiian, Extra, No. 2½ 2.35
" Standard, No. 2½ 2.10
" Extra, No. 2 ..... 1.65
" Standard, No. 2 ..... 1.50

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.45
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.....
Gold Label, No. 1, 4 doz	.....
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz	6.50
" No. ½, flat, 4 doz	3 25
Star, No. ¼, flat, 4 doz	1.75
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.95
" No. 2, 2 doz	1.75
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	.....
Salmon—	
Hapgood's, No. 1, tall	2.45
" No. 1, flat	2.50
Fancy Sockeye, No. 1, flat	2.75
" No. 1, tall	2.45
" No. ½, flat	1.80
Alaska, red, tall	2.00
" medium red, tall	1.70
" pink, No. 1, tall	1.35
Shrimps, No. 1, wet	1.15

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	15.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s	26.00
Boneless and peeled, ¼s	26.00
" D. & G., ¼s	e6.50
" Ispa, ¼s	28.00
" Gondolier, ¼s, 100	23.00
" Landsll, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ⅛s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ⅛s, olive oil, 50	18.00
" ⅛s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	17.00
Sea Pearl, ¼s, olive oil, 100	15.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Boullion "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Semlnole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ⅛s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

—7—

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, e doz	2.75
No. e, 1 doz	5.15
Hash, No. ½, 2 doz	1.30
" No. 1, 2 doz	2.20
" No. e, 1 or 2 doz	4.15
" No. 6, ½ or 1 doz	13.90
Libby's—	
Compressed, No. 1, key, 2 doz	2.37½
" No. e, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, e doz	1.65
" No. 1, 2 doz	2.95
Veribeet, tins, small, e doz	1.80
" " large, 1 doz	3 35

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	1.co
" No. 1, 2 doz	2.20
" No. 2, 1 doz	4.15

Sliced Beef.

Armour's—	
Glass, small	1.85
" large	3.35

Loaf Goods.

Armour's—	
Beef, No. ¼	1.65
Chicken, No. ¼	.....
Ham, No. ¼	1.65
Veal, No. ¼	1.65

Roast Beef.

Armour's—	
No. 1, e doz	2.75
No. 2, 2 doz	5.15
Libby's—	
No. 1, 2 doz	2.37½
No. 2, 1 doz	4.45
Kingan's—	
No. 1, 2 doz	2.75
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.50
" No. 1, 2 doz	4.15
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	7.75
" No. 1½, 1 doz	10.15
" No. 2, 1 doz	13.20
" No. e½, 1 doz	16.25
" No. 3, 1 doz	19.25
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	1.00
Armour's, Helmet brand—	
No. ¼, 4 doz	.50
No. ½, e doz	.90
Ham, No. ¼, e doz	1.55
Tongue, No. ¼, 2 doz	1.55
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	27.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	.....
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	.....
" No. ½, 2 doz	.....
" No. 1, 1 or e doz	.....
Turkey, No. ½, e doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	.....
" No. 1	.....
Turkey, No. ½	.....
" No. 1	.....
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed e dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—
Readymaid Concentrated Soups— Per doz.
Twelve varieties, 10½ oz., 4 doz ..... .90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.45	1.95	1.10
Green Turtle Thick	7.50	4.00	e.e5
Clear Green Turtle	10.00	5.50	3.00

Armour's— Per doz
All kinds, No. 1, 4 oz 1.00

Campbell's, No. 18, 10½ oz., 4 doz.— Per case
Tomato 3.80
Other kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.e5

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Boullion, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	e.00
" clear	7.25	3.75	e.e5
Terrapin	7.25	3.75	e.25
All others	3.15	1.75	2.e5
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb. ..... per lb.	.21
American Milk, 5c. pkgs., 24 to box	.85
" 10c, pkgs., 12 to box	.85
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ½s, 6 lbs	.27
Hersbey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ½-lb. tins, 2 doz	1.88
" ⅓-lb. tins, e doz	1.50
" 1-lb. tins, 1 doz	3.50
" 5-lb. tins, 1 doz. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ⅛-lb. tins, 12-lb. box "	.45
" ⅓-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" e-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ¼-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.6

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—

	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ⅛ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—

Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	5.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	5.25
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.97	¼ lb	.79
½ "	1.16	½ "	.94
1 "	1.55	1 "	1.26
2 "	2.07	2 "	1.68
3 "	2.45	3 "	1.98
4 "	3.03	4 "	2.46
5 "	3.48	5 "	2.83
6 "	4.26	6 "	3.46
7 "	4.65	7 "	3.77
8 "	4.97	8 "	4.04
10 "	5.61	10 "	4.56
11 "	6.39	11 "	5.19
12 "	6.58	12 "	5.34
14 "	8.32	14 "	6.76
16 "	8.90	16 "	7.23
20 "	9.99	20 "	8.12
25 "	11.03	25 "	8.96
30 "	11.80	30 "	9.58
35 "	13.68	35 "	11.11

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	1.25
20x30, "	
24x36, "	1.80

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.25

Toilet—	Per case
Extra quality, 100 rolls	
Good quality, 200 rolls	3.50

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.93	.78
½ "	10M	1 12	.93
1 "	8M	1.50	1 25
2 "	6M	2.00	1.67
3 "	5M	2.37	1.98
4 "	4M	2.94	2.45
5 "	3M	3.38	2.81
6 "	3M	4.13	3.44
8 "	2M	4.82	4 01
10 "	2M	5.46	4.54
12 "	2M	6.39	5.32
14 "	1M	8.08	6.73
16 "	1M	8.64	7.20
20 "	1M	9.71	8.09
25 "	1M	10.74	8.93

Flour Sacks, satchel bottom—

Majestic Extra Heavy	Plain per 100
12½ lbs., ⅛ bbl	.68
24½ lbs., ⅛ bbl	1.40
49 lbs., ¼ bbl	2.18

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	Per lb.
No. 2, Manilla, light weight—	
12 in. rolls	.06⅜
15 "	.06⅜
18 "	.06⅜
20 "	.06⅜
24 "	.06⅜
Silk Fibre, No. 1—	
9 in. rolls	.07½
12 "	.07½
15 "	.07½
18 "	.07½
20 "	.07½
24 "	.07½
30 "	.07½

CONDENSED MILK.

	Per case
Eagle, 4 doz	7.35
" 2 doz	3.70
Challenge, 4 doz	5.40
Magnolia, 4 doz	6.05
Dime, 4 doz	4.55
Baby, 1 doz., glass	2.25
Peninsular, 4 doz.	5.50
Star, 4 doz	6.05

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.50
" " small, 6 doz	3.40
" " family size	4.05
Silver Cow, small, 6 doz	3.40
St. Charles, small, 6 doz	3.40
" tall	4.50
" confectioners' size	4.25
Pearl, tall	4.50
" small, 6 doz	3.40

HIRES CONDENSED MILK



	Per case
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.12
Graham Wafers	.13
Grandma Cookies	.12
Honey Jumbles, XX	.14
Iced Honey Jumbles	.15
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.14
Spiced Wafers	.12
Sugar Cookies	.12
Water Crackers	.09
	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18

Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.11	.11½
Oyster Crackers	.11	.11½
Wine Scroll	.13	.13½
Cracker Dust	.11	.11

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz per doz.	1.40
" " with horseradish "	
" large, 1 doz "	2.00
" " with horseradish "	

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Wein Senf, bbls. per gal.	
" 1-gal. stone jars per jar	.85
" 5-gal. kegs per keg	3.50
Prepared Mustard, bbls. per gal.	
" 15-gal. kegs "	
" 10-gal. kegs "	
" 5-gal. kegs per keg.	1.75
" 2-gal. pails per pail	.90
" 1-gal. pails "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz "	.46
" with horseradish, 2 doz "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf, less	
Sap Sago, 3 to lb cask, per lb.	
" " less than cask, "	
Roquefort 12 in case, "	
" less than case, "	
Parmesan, about 30 lbs loaf, "	
" less than loaf, "	
Edam, 12 in case case	
" single	
" in tin per lb.	
" 1-lb. tins per case	
Camembert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	
" " medium, "	
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase per doz.	
American Swiss, No. 1 loaf	
" No. 1 less than loaf	
" square loaves, No. 1, about 25 lbs. each per lb.	.29
Limburger, No. 1 box and ½ box	.19
" No. 1 less than ½ box	.20
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 1 "	
English Dairy "	.24
Pineapple, picnic size, 6 in box per box	3.00
" gem size, 6 in box "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" No. 1 size	2.40
" Roquefort, large size	2.95
" small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight per lb.	
Weiner Wurstel, 16 in tin per doz.	
" 8 in tin "	
Imported Cervelat Sausage, Rolfi 's per lb.	
Imported Frankfurters per doz.	
Goose Breast, imported, marked weight, per lb.	
Pate de fois Gras, small per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short per lb.		.35
" long "		
Mortadella, dry "		
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.22
Smoked Braunschweiger Liver Sausage "		.21
Lachs Ham "		.46
Petit Delicatess Frankfurters, plain per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beef Balogna per lb.		.22
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage, special, truffle, goose or sardellen per lb.		.35
Smoked Thuringer Blutwurst "		
" Pfefferwurst "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	
" 5-lb. pails per pail	.75
" 10-lb. pails "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots per keg	1.35
Milkers, Y. M "	1.50
Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, fulls, bbls	
" " ½ bbls	12.75
Milkers, " bbls	
" " ½ bbls	

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Marinirte Herring, imported, about 40 in pail	2
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry per lb.	
Matjes Herring piece	

Bismarck Herring.

Round tins, with key, pint per doz.	2
" " quart per tin	
" " 2 quarts	
" " 4 quarts	1
Roll Mops, 4-quart tin	1
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand per keg	
" 5-lb. pails per pail	
" 10-lb. pails "	
Cut Spiced, 10-lb. pails "	
" 5-gal. keg per keg	
Russian, in glass jars per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg per doz.	3
Original package per ½ bbl.	
Repacked, 5-lb. pails per pail	
" 10-lb. pails "	
" 5-gal. kegs per keg	
" ½-lb. flat tins per doz.	
" ½-lb tall tins "	
" 1-lb. tall tins "	2

Salt Sardellen.

Original packages, 1902 per anker	
Repacked, kegs, about 8 lbs per keg	3
" pint jars per doz.	5
" large tumblers "	
" small tumblers "	2

Russian Caviar.

1-lb. tins per doz.	
½-lb. tins "	
¼-lb. tins "	
⅛-lb. tins "	

German Dill Pickles—Regular S

60-gal. casks, about 2000 per cask	
50-gal. bbls., about 1200 per bbl.	13
15-gal. kegs, about 500 per 100	
10-gal. kegs, about 300 "	
5-gal. kegs, about 150 "	
10-lb. pails, about 50 per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut

60-gal. casks per cask	
48-gal. bbls per bbl.	
10-gal. kegs per keg.	
5-gal. kegs "	
10-lb. pails per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) per lb.	
Spitzkugein "	

Lebkuchen and Bread.

Small Basler Lebkucben, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins per tin	
" small tins "	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2
" " 10-gal. keg	4

Sundries.

German Egg Potatoes, bags 110 lbs per bag	
Green Kern per lb.	
Potato Flour "	
German Dried Pears "	
Dried Mushrooms "	
Juniper Berries "	
St. John's Bread "	
Bay Leaves "	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz per doz.	1.3
" Club, 2 doz "	1.0
Red Edam each	1.6
Philo Cream, 1 doz. 10c. size per doz.	.9
Elkhorn Pimento, 1 doz "	1.4

EGGS.

	Per d
Nearby, candled and selected, 30 doz	.4
Western, selected	.4
Milhen Farm	.5
Awltru, packed in cartons	.4

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FANCY GROCERIES.

d Staple Paste, 5-lb. cans	per lb.	.33
ies, in oil, 6 ring bottle	per doz.	6.50
" 3 ring bottle	"	3.25
, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
es in Maraschino, glass, 1 doz.	"	7.00
Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
Peas, extra fine	per case	21.00
an's Irish Oatmeal—		
-cans	per doz.	3.75
cans	per tin	.75
. cans	"	1.75
y & Palmer's Biscuit, packed 7 and 5		
, in a can—		Per lb.
t Beurre		.33
ier		.42
kfast		.42
epper, ring, pints	per doz.	1.25
" ½ pints	"	.60
tone jars, 4 doz		1.75
ore Marquett Mushrooms—		Per case
t choice		42.00
ice, 100 tins		39.00
el, 100 tins		36.00
es—		Per tin
		.20
		.35
		.60
		1.25
ps, pickled, small size		.90
Dunbar's, 2 doz	per doz.	2.75
a Cordial, Bishop's, 1 doz	"	6.50
ulized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
Juice, Rose's	"	5.00
Rose Water	"	2.25
Peach Water	"	2.25
Olives	"	5.25
Franco-American Food Co.—		Per doz.
ths for invalids, all kinds, ½ pints, 4 doz.		1.40

ILLON CUBES AND LIQUIDS.

o Bouillon Cubes—		
tin, 100 cubes		1.70
" 50 cubes		.90
doz. tins, 12 cubes each		2.75
o Clam Bouillon—		Per doz.
z. bottles, 1 doz		3.75
o Tomato Bouillon—		
t bottles		6.00
irt bottles		9.00
lon jugs	each	2.75
's Oxo Cubes—		Per doz.
s, 10c. size		.85
os, 25c. size		2.00
s, 100 cubes	per 100	1.65
ur's Beef, Clam and Chicken Cubes—		
all boxes, 12 cubes, 1 doz		2.50
dium boxes, 50 cubes	per tin	.90
ge boxes, 100 cubes	"	1.70
ur's Concentrated Bouillon—		
s, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
ur's Tomato Bouillon—		
tles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
ncy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

ur's Solid Extract of Beef—		Per doz.
s, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
ur's Fluid Beef Extract—		
ttles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
ota	10.75
Midas	11.20
Medal	10.50
ourne	10.75
op	11.00
ury's Best	10.75
er Idem	9.25
of the West	9.35
eam	9.25
er	10.20
Seal	9.50
y White	10.75
ker's Best	10.20
ith Imperial	10.50

Prepared Flours.

cilla Prepared Doughnut, Cake, Ginger-bread and Tea Biscuit Flour—		Per case
oz. 14-oz		1.44
oz. 28-oz		2.40
Either straight or assorted cases		

Self-Raising Flour.

ker's Buckwheat, medium, 12s		1.48
" Flap Jack Flour, 18s		1.48
le Jerry Buckwheat, 36 2s		3.00
" Pancake, 36 2s		3.00
to, 18 pkgs		1.75
t Jemima Buckwheat, 36s		3.25
" Pancake, 18s		1.65
o Buckwheat Mixture, 30 10c. cartons		2.25
o Pancake Mixture, 30 10c. cartons		2.25

—14—

PEAS, BEANS AND LENTILS.

Beans—		Per bushel
California Lima, fancy, bags	per lb.	.07⅞
New York State Marrows, new, bags about 2½ bushel		7.80
Pea, fancy, new, bags about 2½ bushel		7.55
Red Kidney, 60 lbs. to bushel		.....
Peas—		
Green, domestic, bags about 2½ bushel		.....
Yellow, split, domestic. 1 bushel bags		.....
Lentils—		Per lb.
000000, 2 10-lb. bags		.14
Less quantity		.14½

FARINACEOUS GOODS.

Corn Meal—		Per 100 lbs.
White Cream Table Meal, 100 lbs		2.60
Lea's, yellow, granulated, 100 lbs		2.15
" " fine, 100 lbs		2.10
Western, yellow, granulated, 100 lbs		2.62½
" " table, 100 lbs		2.60
Farina—		
Hecker's Cream, 18 pkgs		.....
Shaker Corn—		
Fancy, bbls		.....
Less quantity		.....
Hominy—		
Lea's Grits, 24 2s	per case	1.80
Pearl, 100-lb. bags	per bag	2.65
Grits, 100-lb. bags	"	2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case		.....
Barley—		
No. 2, 100-lb. bags		4.20
No. 3, 100-lb. bags		4.20
Oatmeal—		
B, bbls	per bbl.	6.82
B, 100 lbs	per keg	3.55
Rolled Oats—		
Avena, 180 lbs	per bbl.	6.45
" 90 lbs	per keg	3.35
" 90 lbs	per sack	3.13
Tapioca—		Per lb.
Dromedary, 10c. size, 36 pkgs	per case	2.60
Instantaneous, 50 1s	"	4.00
Colburn's Hasty, 36 pkgs	per doz.	.85
Pearl, fancy, loose		.04¾
Flake		.06¼
Minute, 10c. size, 36 pkgs	per case	2.75

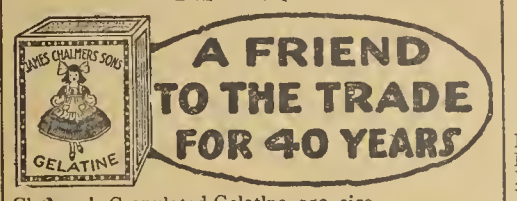
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs.	1.85
" " 36 pkgs.	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	5.40
" " 18 2-lb. pkgs	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs	1.30
Drinket, 12 cans to case	2.20
Cream of Barley, 36 pkgs.	4.35
" 18 pkgs.	2.20
A. B. C. Pearl Barley, 18 pkgs	1.35
A. B. C. Barley Pancake Flour, 18 pkgs	1.35
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.75
" " no china, 20s	3.95
" tins, 36s	4.00
Quaker Oatmeal, 24s	2.80
Old Fashion Scotch Brand Oatmeal, 24s	2.80
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.75
" " no china, 20s	3.95
" " aluminum asst., 20s	4.80
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.90
" yellow family, 10s	1.90
Quaker F. S. Hominy, pearl or gran., 24s	1.90
" " " 10s	1.90
Mother's Hominy, pearl or gran., 24s	1.90
" Cornmeal, No. 2, white, round. 24s	1 90
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.90
Pettijohn's Breakfast Food, 18s	2.75
Quaker F. S. Farina, 24s	1.90
Saxon Wheat Food, 24s	3.35
Mother's Wheat Hearts, 18s	2.50
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.95
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30

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Sundries—		
Pettijohn's Bran Flour, 20s		4.75
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.95
Quaker Whole Wheat Flour, 10s		2.90
Schumacker XXX Graham, 10 10s-20 5s		4.95
Scotch Brand Pearl Barley, 24s		1.90
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freibofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebacb		.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—		
Per doz., 4 pts		1.55
Per gross		18.00
Chalmer's Shredded Gelatine, 10c. size—		
Per doz., 4 pts		1.20
5 gross lots, with 3 doz. free		70.00
		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Jellycon, assorted flavors, 2 doz		.85
Mother's, small, 1 doz		.48
" large, 1 doz		.88
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.80
Minute Gelatine, 15c. size, 36 pkgs.	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90



Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—		
Brad's Tip-Top, 24 10-oz. pkgs		.90
" 50 10-oz. pkgs		1.75
" 100 10-oz. pkgs		3.25
" 24 20-oz. pkgs		1.75
" 48 20-oz. pkgs		3.25
Brad's "I-X-L," 40 16-oz. pkgs		2.25
White Rice, shelled, sacks about 150 lbs		.04-.04½
The Albert Dickinson Co.—		
Snow Ball, 40 1-lb. pkgs		2.00
Santa Claus, 100 10-oz. pkgs		2.75
" 50 10-oz. pkgs		1.45
Yankee, 100 12-oz. pkgs		3.00
" 50 12-oz. pkgs		1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

The Franco-American Food Co.—		Per doz.
Spaghetti a la Milanaise, 17 oz		1.40

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Freihofer's—	Per lb
Elbow Macaroni, 36 1s	.11
Straight Macaroni, 36 1s	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s	.11
Elbow Spaghetti, 36 1s	.11
All styles, 10c	.07½
Noodles, ½ lb., 24s	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	200-240	27.00	14.10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex. Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	28.00	14.60	7.50	1.65
Fat Irish, No. 3	350-400	27.00	14 10	7.25	1.60
Sum. Irish, No. 4	400-450	.....	.....	.....	.....
Sum. Irish, No. 5	460-500	.....	.....	.....	.....
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	160-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	.....	.....	.....	.....	.....
Shore, round, large	8.00	4.60	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Sbad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—		Per doz.
Dime cartons, 2 doz		.90
Tins, Jewel, 2 doz		.90
Large cartons, 2 doz		2.00
Large tins, 2 doz		2.25
Dime tumblers, 2 doz		.90
Bulk, 15 lbs	per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs		.85
Highland Beauty, 20-lb. boxes	per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08½
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—		
Tins, large size, 1 and 2 doz		1.35
" small size, 2 doz		.90
Small tumblers, 2 doz		.90
Large jars, sealed, 2 doz		1.35

Loose Codfish.

Bank Cod, large	.10
" medium	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.33
Smoked Bloaters, 50s	per box	.....

FRESH FISH.

	Per lb.	
Halibut		.20
Bass Native		.....
Salmon, fresh		.15
Eastern Cod		.15
Croakers		.10
Large Hake	.06	.09½
Haddock		.09
White Cat Fish		.15
Red Cat Fish		.12
Spanish Mackerel		.....
Snappers		.12
Eels		.12
Rock Fish		.15
Lobsters		.43
Flounders		.09
Large White Perch		.15
Sea Bass	.08	.16
Blue Fish	.18	.20
Porgies		.08
Fresh Mackerel		.20
King Fish		.09
Weak Fish	.08	.12
Butter Fish	.07	.12
Tile		.10

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs.	.20
Cases, 17 lbs.	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs.	.....
" 25 lbs.	.....
" 50 pkgs	.....
Apricots—	
Extra choice, 25 lbs	.15½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs.	.15
Peaches—	
Griffin, fancy, 25 lbs.	.13½
Phoenix, fancy, 25 lbs.	.09
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs.	.11¼
Nectarines—	
Extra choice, 25 lbs.	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs.	.13½
Lemon Peel, 10 lbs.	.....
Currants—	
Knighthood, 40 pkgs.	.18¾
Valca, 24 1s	.20
Victor, fancy, 36 1s	.19½
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.15
Unpitted, 36 pkgs.	.....
Fard, 60 lbs., bulk	.14½
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knightbood brand, 50-lb. boxes—	
40–50	.10⅜
50–60	.09⅞
60–70	.....
California, 25-lb. boxes—	
30– 40	.11½
50– 60	.10¼
60– 70	.09¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs.	.....
	Per box
Clusters, Imported—	
Extra Desserts, 20 pkgs.	4.25
Connoisseur, 20 pkgs.	3.90
	Per lb.
California Seedless—	
Thompson, 50 lbs.	.13¾
Sultana, fancy, 50 lbs.	.42¾
California, Loose—	
Muscatels, 4 crown, 50 lbs.	.....
" 1 crown, 50 lbs.	.....
Valenclas—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09¾
	Per pkg.
Seeded—	
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs.	.12
Valca, Thompson, 24 pkgs	.14¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
	Per lb.
Dunham's—	
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs.	.30
	Per case
Baker's Premium—	
120 5c. pkgs.	4.40
60 5c. pkgs.	2.20
30 10c. pkgs.	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz.	.87½
Milleman's, No. 8 bottles, 2 doz.	.82½
Schramm's, large tumbler, 2 doz.	.72½
Sherbert glass, 2 doz.	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz.	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per doz.	7.00
Square, Oriental Red, 1 oz., 1 doz., per gross	3.75
" Green, Blue or Violet, 1 oz., per gross	3.75
" Magic Black, 1¼ oz., 1 doz., per gross	3.75
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.75
Letterine, show card ink, 2 oz., all colors, per doz.	.75

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 dos.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.80	.90
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners.....	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz.	3.75
Case of 2 doz.	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz.	3.65
Red Seal, sifting top cans, 4 doz.	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Dorlc, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ⅛ case free with 5½ cases, ¼ case free witb 2¾ cases.

MINCE MEAT.

	Per lb
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs.	.10¼
Wooden pails, 20 and 40 lbs.	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs.	.09
Wooden pails, 20 and 40 lbs.	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs.	.14¾
	Per case
None Such—	
¼ gross	2.85
½ gross	5.70

—19—

	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz.	2.40
3-lb. pails, 1 doz.	4.25
	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz.	3.00
	Per lb.
Canaklns, 10 lbs.	.14½
" 20 lbs.	.14
" 40 lbs.	.13½
Homemade Style, Moist—	
Kits, 14 lbs.	.12¼
" 25 lbs.	.11¼
" 50 lbs.	.11
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.....
Tubs, 70, 35 and 18 lbs..	.....
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc.	.....
35 and 18-lb. tubs.	.....

Packages not returnable.

LIME.

	Per lb.
Chlorlde, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz.	1.40
" No. 19, 1 doz.	4.25
" No. 32, 1 doz.	6.50
" No. 8, 4 doz.	.90
Stuffed—	
Ring, 4 doz.	.90
Fancy, No. 15, panel bottle, 2 doz.	2.15
" No. 10, panel bottle, 2 doz.	1.40

Olives In bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	29.50
½-gal. tins, 10 gal.	28.00
1-gal. tins, 10 gal.	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.75
¼-gal. tins, 10 gal.	27.50
½-gal. tins, 10 gal.	26.00
1-gal. tins, 10 gal.	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, Frenclb, 8 ⅛-gal. cans	12.00
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 40
½ " 2 tins	2 45
¼ " 4 tins	2.50
⅛ " 8 tins	2.70
1/16 " 16 tins	3.00
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles. "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	1.12½
48 5½-oz. bottles	1.10
Pint cans, 24 to case	2.35
Quart cans, 12 to case	4.40
Half-gallon, 12 to case	8.10
Gallon cans, 6 to case	15.70
5-gallon cans, 2 to case	12.75
	Per case
Wesson Oil—	
Small, 24 to case	5.40
Medium, 12 to case	5.40
Large, 6 to case	5.40
5 Gallons, 2 to case	12.25
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz.	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz.	1.90
" 6⅞-oz. jars, 2 doz.	1.35
" 4½-oz. jars, 2 doz.	.90
Peanutene, No. 2 jars, 2 doz.	1.85
" No. 4 jars, 3 doz.	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz.	2.30
Medium, 2 doz.	1.40
Small, 2 doz.	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs.	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs.	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs.	
" medium	
Mixed Table Nuts, 25 lbs.	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Big Nickel.....100 cartons	

PICKLES.

Cruikshank's Crubro Brand Bulk Pickl

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Rellsb—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white.....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs.	
" " 10–12 lbs.	
" " 14–16 lbs.	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, Insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs.	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs.	
" 14–16 lbs.	
" 8–12 lbs.	
Picnics, 6–8 lbs.	
Drled Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt.....per bbl.	
" family "	
Breakfast Bacon, rib In	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Bolled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs.....per lb.	
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Shou Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans.	
Quaker City Brand Sliced Bacon	
" " Sliced Beef	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	
City Pure Lard—	
Tins, 50 lbs. net weight.....per lb.	
Tubs, net "	
No. 10 tins.....6 in crate	
No. 5 tins.....12 in crate	
No. 3 tins.....20 in crate	
Compound—	
Tierces and tubs, about 340 lbs	
60-lb. tubs	
10-lb. tin pails, 60 lbs	
5-lb. " 60 lbs	
3-lb. " 60 lbs	

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DRESSED MEATS.

	Per lb.	
ssed Stock—		
	.11	–.15
s	.10	–.13½
	.09	–.12½
alves	.14	–.16
Calves	....	–.18
rns and Barnyards	.11	–.14
y Dressed	.13	–.15
	....	–.17
	.14	–.15
Wethers	....	–.16
	.17	–.18
Lambs	....	–.19
	....	–.14

BUTCHERS' SUNDRIES.

eer Tongues	each	–.80
ngues	....	–.60
ds, scalded	.50	–.75
eads, veal	per pair .75	–.80
beef	per lb. .25	–.30
ers	" .25	–.30
dneys	per doz.	1.25
ers		.10
	per doz.	1.20
beef	per lb.	.05
ef		16.00
oin, beef, western		.22
ork, loins, city		.17
" western		.17

DRESSED POULTRY.

	Per lb.	
—		
g hens and toms	.34	–.36
oms	.31	–.33
ion to good	.20	–.25
—		
lelphia, fresh killed, 2 to 4 lbs. pair	.32	–.34
by, fresh killed, 2 to 4 lbs. per	.32	–.34
n, 3 to 4 lbs. per pair	.32	–.34
g Chicks—		
lbs. each	.26	–.28
½ lbs. each	.22	–.25
killed, 4 to 5 lbs. each	.24	–.25
" 3 to 3½ lbs. each	.22	–.23
ks	....	–.18
land Ducks, fresh killed	.26	–.27
—	Per doz.	
; fancy, large	5.75	–6.50
d	3.00	–4.00
and dark	2.00	–3.00

LIVE POULTRY.

	Per lb.	
Chicks—		
2 lbs. each	.21	–.23
	.21	–.23
	.21	–.22
ks	....	–.14
—		
g	.16	–.17
	.15	–.16
s	.26	–.28

RESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
—	
r's, pure, assorted and grape	.95
" currant	1.35
nmel's, 8-oz. tumblers	.95
nal, 16 oz., 2 doz	1.10
" No. 3 F. T. tin, 2 lb. 6 oz. net	2.35
res—	Per lb.
r's, pure, 11½-oz. bottles	1.85
nmel's pure, 12-oz. jars, 2 doz...per doz.	1.75
nal, 30-lb. pails	.10¾
wark, 30-lb. pails	.07¾
nmel's, pure, 10-oz. jars, 2 doz	1.50
wark, assorted, jars, 2 doz	1.10
Marmalade—	
ley's imported, 4 doz	2.10
nmel's, pure, 2 doz	1.75
utters—	Per doz.
e, Southwark, 30 lbs...per lb.	.04¾
Ritter's, 11-oz. octagon	.95
Schimmel's, 30-lb. pails...per lb.	.07½
" 3-lb. slip cover tins, 1 doz ...per doz.	3.25
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" 40-oz. stone crock, glass top, ½ doz...per doz	3.50
Mother Cook's, No. 14, 2 doz....doz.	.85
h, 30-lb. pails...per lb.	.....

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Oil	.45	.85	1.25
Oil	.40	.85	1.95
Nitre	.45	.85	1.95
Camphor	....	.85	1.95
Painters' Commercial	.45	.85	1.95
ric	....	.85	1.95
in	....	.90	2.00
Squills	.45	.85	1.95
Rhubarb	.45	.85	1.95
Ipecac	.45	.85	1.95
gton Balsam	....	.75	1.95
Tincture	.45	.85	1.95
re Arnica	.45	.85	1.95
de Malta	.45	.85	1.95
an Drops	.75	.85	1.95
y's Cordial	.75	.85	1.95
ntine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

	per lb.	.13
Color, W. & R	per doz.	2.00

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Bluestone, bulk	per lb.	.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.85
" flakes, 250-lb. bbls	"	.12
" " less quantity	"	.13
" Tar Balls, 250-lb. bbls	"	.12
" " less quantity	"	.13
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.33
" granulated, about 100-lb. kegs	"	.33
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¾
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Trlangular Quiniue	1.75
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case 4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Rellable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
" No. 4 size	2.25
Lemon, No. 2 slze	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Vlolet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons...each	5.00
" gallons...each	9.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.18
" ½ bbls., 28 gals	per ½ bbl.	5.85
" kegs, 14 gals	per keg	3.17½

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—	
Peppermint "Smiles," display cartons, 18 5c. pkgs	.50
" " half case, 6 cartons	2.85
" " full case, 12 cartons	5.50

RICE.



D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, whlte, whole head rice, 1-lb. dust proof cartons	.06½
B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.00
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz...per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Monogram Brand, 24 2½-lb. pkgs	per case	1.10

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04½
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅜
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.20
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun...per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 6 doz	3 00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.85
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 12s	per doz.	.45
Queen Anne Scourer, Lautz, 30 cans		1.80
" " " 60 cans		3.60
Sunbrite Cleanser, Swift, 50s		1.95
Red Seal Cleanser, 4 doz		1.75
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s...per gross	9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	4.00
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	4.00
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.25
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	3.10
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Falrbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.15
5-case lots			4.10
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.15
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.50
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry..	100	...	2.65
Marsellles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.50
" Eavenson's	84	60	3 60
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.60
P. & G. Naphtha	100	...	4.25
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.40
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Falrbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15

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Snow Maid Scourer, 60 cans	2.40
" " 100 cans	3.75
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.90
Miller's Powerine, 100	60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	4.00
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.25
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	1.05
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.95½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.19
" less quantity		.20
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs., per case	3.60
Argo, 24 5c. pkgs., per container	.92
" 48 5c. pkgs. "	1.84
Buffalo Powdered, bbls	.03¾
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.50
" 20 1-lb. pkgs	5.70
Hoosier, 40 1-lb. pkgs	5.70
" 20 1-lb. pkgs	5.75
P. Bros. Pulverized, bbls.	4.50
Hoosier Pulverized "	4.35

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs., per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.05½
Best Gloss, bulk, 50 lbs	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4.50
" 50-lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 36 bricks, per box	1.50
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs.	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.32½
Cones	.31½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	2.05
No. 2½, 2 doz	2.76
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.30
" " 2s	2.25
" " cups	1.40
Turkey, No. 2, 2 doz	1.05

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MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per	10
" 2 lb. "	"

Clothes Pins.

5 gross, per	bo

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket daub	
solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per	bo
Yeast Foam, 1½ doz	"

Com. R. R.

DEC 4 1916

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, December 4, 1916. No. 23

The "Modern Merchant and Grocery World" hopes that every reader had as good a Thanksgiving as he deserved, and that those who had less to be thankful for than they thought they should have, will try to see that they have more next year.

An Interesting Case Involving the Cancellation of a Future Contract, Discussed Because It Is Typical of Many Others This Season.

Veteran Retailer Discusses Types of Salesmen Who Have Called on Him in Thirty Years. He Never Knew a Crooked Salesman to Last.

The Farmer, Through His National Grange, Denies That He Has Held Eggs, Potatoes and Other Foods for an Advance.



Good Codfish Is Scarce This Year

¶ Not only scarce, but high. You know that from watching the markets.

¶ Be sure that you don't sell your trade a fish which is either a poor codfish or no cod at all.

¶ **Gorton's Codfish** is this year exactly what it has always been—the finest codfish packed. It will sell for a little more money than it has in previous years, but it is worth every cent of it. And compared with other food products, it's still a very cheap food.

¶ Feature **Gorton's Codfish,** the best thing of its class.

Gorton-Pew Fisheries Company
Gloucester, Mass.



Forbes Indexed Coupon Books

We send them F. O. B. destination anywhere in the United States.

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Say to Your Customers

USE

HIRES

GOLD MILK



And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

This Tells the Tale



¶ A product which has been or the market fifty-eight years is a product which has stood the hardest of all tests—the test o time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT Cooking Extract Co.

No. 211 Arch Street

PHILADELPHIA, PA.

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AND
Grocery World

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Isn't This Pretty Shabby Treatment by a Catsup Packer?

Although He Admits Having Packed Some Goods, He Cancels a Retailer's Order for One Hundred and Fifty Cases, Sold Under Future Contract. A Most Interesting Case, Tending to Show That Future Contracts Desert Us When We Most Need Them.

The fact that this year will witness the shortest deliveries in canned goods and bottled goods on record will make the following case of *no* delivery under a future contract generally interesting:—

Wilkes-Barre, Pa.,
Nov. 22, 1916.

"Modern Merchant and Grocery World," Philadelphia, Pa.

Gentlemen:—

We are enclosing herewith a contract and the correspondence we had with the manufacturer and jobber, which are self-explanatory. Will you kindly advise us if we can hold them to their contract, or at least part of it?

Kindly return the contract and letter to us.

If you wish to publish this in your paper, kindly withhold our name.

Thanking you in advance for your advice, we are,

Respectfully yours,

* * * *.

The order was on a regular order blank of Granger & Co., wholesale grocers of Buffalo, N. Y., and was taken by their salesman, N. J. Wais, under date of January 13, 1916. It called for "150 c/24 stick table catsup at 75 cents. In club car or 77½. Fall del. Pro rata. Goods to be same as in American Maid label catsup under private label."

This correspondent sends a batch of correspondence that figures in the case. The packers of this catsup was the Paul DeLaney Co., of Brocton, N. Y., who got in the deal under date of May 29th last, by a letter to the correspondent, asking when the private labels for the order would be furnished.

Then came a letter from the DeLaney Co. dated July 18th, asking some more questions about labels.

Next came a letter dated September 11th, telling of the lateness of the tomato pack, and stating that "the order you have booked with us will be handled in the most prompt and satisfactory manner possible."

Next was a letter dated October 1st, reporting bad conditions of the tomato crop, and stating that "the good weather has come too late to permit of our making greater than 50 to 60 per cent. delivery."

Finally was a letter dated November 1, 1916, cancelling the order entirely. It is interesting enough to reproduce:—

Brocton, N. Y., Nov. 1, 1916.

To Buyers of Tomato Catsup:
Letter No. 3.

We realized early last spring that owing to the cold, wet weather through this section of the country, there must necessarily be a curtailed yield of tomatoes. We accordingly tripled our acreage, thereby protecting ourselves with a greater quantity of tomatoes than we could possibly have used had even half a crop been grown.

As the summer advanced, the prospects were better and we felt that while the tomatoes would be late in maturing (as notified you in our letter of September 11th) we would still be able to make full delivery on all orders.

Through the month of September we had cold, wet rains all through this section and we knew (as written you October 1st) that we could not make greater than 50 to 60 per cent. delivery on our catsup orders.

Through October it rained; the days were fairly warm but the nights were cold; consequently the tomatoes grew but did not ripen. To-day there are vast fields of tomatoes in this district, untouched by frost, but green. We have hoped against hope for one week of sunshine, which would have enabled us to deliver some catsup on your contract. It is now too late in the season to figure on any receipts, as a frost is apt to destroy every tomato in the district any night.

The thought may suggest itself to you that we are holding catsup for a higher price, owing to the fact that all manufacturers are making short delivery. Such is not the case. We haven't a gallon of catsup in the house.

Please realize that we have on hand all the material with which to make catsup—except the one essential—tomatoes; we have the bottles, caps, labels and boxes to take care of your order; is this non-delivery more of a handicap to you than to us?

Regretting the fact that we are compelled to cancel your order, we are,

Yours very truly,
THE PAUL DELANEY CO., INC.

This seemed like pretty shabby treatment, and the correspondent then wrote to Granger & Co., who had taken the order. The latter firm said they had nothing to do with it; "our representative, Mr. Wais, did handle this account as a side line, but we had nothing to do with the filling of the contracts."

This was the state of the case when the correspondent sent the case to us. We have advised him as follows:—

Originally this order seems to have been taken by Granger & Co., wholesale grocers of Buffalo. Their salesman obtained it and it was booked on a Granger blank, evidently by the consent of Granger & Co. This being true, I believe that you could have held the Granger people to the order had you stood upon the fact continuously that you were dealing with Granger & Co. and had not given the order to the packers. Apparently, however, you did not take that attitude, for the DeLaney Co. started to write you letters about the order on May 29, 1916, and instead of answering that you did not know them in the transaction but had dealt with Granger & Co., you apparently accepted their letters and perhaps answered some of them. This being true, I am of the opinion that you recognized the DeLaney Co. as the real seller of the catsup, and whatever action you have must be against them.

The contract is a flat order for 150 cases of catsup at a certain price "fall delivery pro rata." Under the custom of the trade "pro rata" would mean in this case your share of the packer's total production if he packed less than enough to deliver 100 per cent. of all his orders. And if he packed none on account of conditions beyond his control, my judgment is he could entirely cancel the order, but in order to enable him to cancel it in t he would have to show that had packed none whatever. is quite evident from the lett sent you by the Paul DeLa Co. that they did pack so catsup, for they wrote un date of October 1, 1916, t some tomatoes had been ceived and that they wo probably deliver 50 or 60 cent. My judgment is that t are required by their contr to deliver some catsup to if they packed some. It is conceivable that they w through the season with packing any catsup at all, if they did pack any they required by the order wh they accepted to deliver " rata."

This paper supplements above by the remark that the looks as if the DeLaney co had treated this correspondent- doubtless many other buyers very shabbily indeed. And w lieve illegally.

This case is discussed at l because it is typical of a large ber of others this year.

Farmer Says He Isn't to B for High Food Prices

National Grange, in Conventi Washington, Issue Statement the Farmer Has Not Held Pot Eggs and Other Foods for a

Special Correspondence of "Modern M and Grocery World."

Washington, D. C.,
November 29, 19

During the last several newspapers all over the co have accused the farmers of responsible for the present high prices of certain food ucts, particularly potatoes, wheat, etc. The National Gr composed of farmers, whic been holding a convention issued a statement during the which is expected to clea farmer of the charge of hog ness. A portion of this stat is as follows:—

There has been considera agitation in the newspapers magazines throughout country in regard to the h cost of living, and many unt

ELTON J. BUCKLE
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THE FERRIS MONTHLY CHAT

About "Melon-Cutting," Etc.

Every Progressive Merchant Recognizes Changes in
METHODS, GOODS, ADVERTISING, ARGUMENTS

The writer's Breakfast Table has been supplied for the last two months almost daily with charming melons of the varieties known as Mountain Dew, ıta Claus and Casaba. During all that time not one unsatisfactory melon has been served. How came this about?

A Progressive Firm of Fruiterers, whose Store display is a picture and a dream, attracting every eye, and winning old and new customers from the sers by, has made a Specialty of these Breakfast Melons. One of the partners is a connoisseur; every melon going out to his trade passes through hands. He sends nothing that will not give satisfaction. If melons are "Punky" or "Over-ripe," into the waste barrel they go. "How long can you p up this supply?" said the Housekeeper to him. "Oh, for some weeks yet," he replied. "We have selected stock in Cold Storage that will last our nds until Christmas." Was that **enterprising, self-respecting, true merchandising?**

A lady friend from Connecticut, visiting us last week, exclaimed with pleasure over the "Mountain Dew" that was served that morning. She l: "Why, where do you get these? None of our Markets offer anything like this now." Yet she was in a Town of 8,000 or 10,000 inhabitants, a large portion of whom would cheerfully have paid for these delicacies. Were the Grocers and Marketmen **dead slow?** Why did not one of them make ead on Mountain Dews, Casabas and Santa Claus Melons and let everybody know what he could give them? Would not the tide of trade come straight ıis store? Is not that **good merchandising, enterprising and winsome?** The fact is, every Merchant who would succeed now cannot follow the lead the Price-cutting Swash-bucklers. He would better close up to-day and save all he can out of the wreck. But Fine Food Qualities, takingly displayed persistently talked up, with his trade, will give him the lead still.



A Firm of Good Merchants said to us: "We had to give up Hams and Bacon three or four years ago. There was nothing in it, so we pulled ." But suppose the House should take up now "The Winter Melon Trump Card," tying to the Ferris Famous Hams and Boneless Breakfast Bacon, *ing them,* **pushing them, AND FINDING THEM A NEW ATTRACTION** against the world of cheap, cut-priced Meats, which average just that ality also. There are still hundreds of good Housewives who will pay the price for an unusually good thing and say "Thank you, Mam," besides. takes **the Melon kind of a Merchant,** however, to do it, but there are hundreds of that class when once they stop to think, and then **ACT!**

One of our Representatives sends this report: "Mr. L. was out of Town. His End Man told me that our goods were everything I had told him. said a Customer of theirs came in one day and seeing a Ferris Ham hanging said he thought no one in K——— sold them so he had been sending to w York for them. The End Man asked his opinion of the cure and he said he had not come across a Ham yet that could touch it in quality or flavor.

One of our Department Store Restaurants buys the best for its daily patrons. That means Ferris Hams and Bacon. Our Representative was ing his Lunch there the other noon and a gentleman and lady were sitting at the next table. The gentleman called the Manager and asked whose on he was serving there. The Manager looked at our Representative with a smile and told them it was "The Ferris Bacon." After the people left he ıe over and wanted to know what our Representative had paid them **to come and do that trick.**

FROM A LEADING SOUTHERN MERCHANT!

"Ship me a Barrel. **They are repeating** on Ferris Hams."

FROM A BRISK NEW ENGLAND STORE!

"Mr. ——— ———, head of the concern, received me courteously; I very seldom see him as he is an exceedingly busy man. They are our old al customers, handling a case of Bacon every week. He gave me his Order this time for the Bacon, then he said, "By the way, Mr. Reilly, I want a m." **"One Ham?" I asked?** He said, "You know **that's for my own use—THE ONLY HAM I DARE BRING HOME."**

Will you try the "Melon Act?"

F. A. FERRIS & COMPANY

262, 264, 266, 268, 270 Mott Street

NEW YORK

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.



This Package Will Sell Itself

Here is the finest grade of cocoa (Opler Brothers Breakfast Cocoa), packed in a good glass preserving jar such as your customers pay good money for when they have to.

Will this combination sell? It is bound to.

We are emphatic when we say that **Opler Brothers Breakfast Cocoa** will compare favorably with any brand of cocoa on the market bar none. All jobbers.

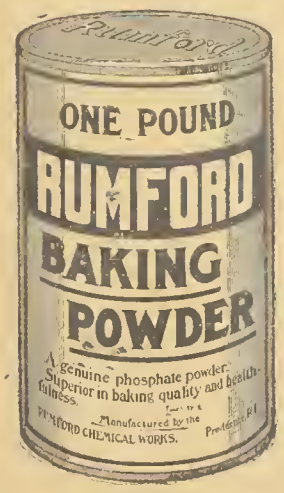
OPLER BROTHERS, Inc., 171 Duane St., New York

Rumford

THE WHOLESOME

BAKING POWDER

Its good name, among housewives, for perfect leavening and dependable character—and the unusual profit it gives to the grocer—makes Rumford popular.



Sell It—to give Satisfaction

Push It—to get Profit

RUMFORD CHEMICAL WORKS,
Providence, R. I.

P.65

and unjustifiable statements have been made with reference to the responsibilities of the farmer in regard to the matter.

The high price of farm products is due to several causes. Some of the more important ones are: The climatic conditions of this country during the last year were, perhaps, one of the leading causes of crop shortage. A long, cold, wet spring, followed by a very hot, dry weather, extending over a larger area of country than is usually the case, reduced acreage and yield to a more marked degree than has been the case for any previous year. For example, the wheat in the northwest was a crop failure; the corn crop was in many sections a partial failure, as well as the potato and vegetable crops.

It must be borne in mind that the high prices have struck the farmer in whatever he buys as much as they have the city consumer. Farm labor is scarcer and higher than ever before in this country. Everything the farmer buys, whether machinery, fertilizer, fencing, clothing or the necessaries of life, has increased in price by leaps and bounds. This is also true of taxation, the increase being in many sections 50 per cent. or more during the last five years.

In former days everything the farmer needed was produced on his farm or in his immediate neighborhood. This is all changed, and the farmer of to-day is the largest consumer of manufactured products, even in too many cases buying his meats and flour.

Our city cousins have changed their method of living quite as much as we have. Instead of buying in quantities, as formerly, they live in cramped quarters, with a kitchenette six by eight, and buy in very small quantities or live out of cartons and cans, and in many cases with little regard to home economies. With this can be coupled expensive methods of distribution, which is not the fault of the farmer.

The fact that nearly one-half of the civilized world has left the field of production and entered upon the work of destruction has increased the demand for all kinds of products and goods. We believe that prices will be high for several years, especially for manufactured goods.

As to the products of the farm, the fixing of prices is mainly by the law of supply and demand in the markets of the world. The farmer competes with the cheapest p labor on earth. When he s some of his products as he only a few years ago, at l than cost, he gets no redress, reduction in taxes nor in a thing he buys; and it would very unfair when he is getti a fair price for some of products to place an emba on what he produces to lo the price and ultimately red the supply.

Other causes might be enu erated thus:—

The alarming increase of sect and fungus pests.

Gambling in food pr ucts, which should be p hibited.

There should be more st age houses in the country under the control of the fa ers themselves.

The duplication in deliv service in the village, town city; also the lack of mark ing facilities in some towns cities.

The American farmer farming as well as he afford. He will increase yields as he gets pay for creased production. Increa production means increa cost, and unless prices w rant this increase the far cannot go ahead.

With the high prices r prevailing many farmers getting no returns for t labor. With the increased velopment of scientific kn edge turned over to the far through agricultural colle experiment stations and ticularly the work done by National Department of A culture, with other agencies can assure the American c sumer that the farmer America if given a fair cha and a square deal will not continue to feed America will have some to spare.

H

Government Again Looks Into Butter Board's Scheme Inflating Prices.

An investigation of the ation of the Elgin, Ill., Bo Trade is being made by F Government officials in con with the inquiry into the hig of food products being ma Chicago by a special F Grand Jury. Government o have received information, said, that the price fixed b Elgin Board of Trade infl the price of butter through world. Information in the ha the Government is to the effe two or three members fix the of butter each Saturday.

The New York Letter

'spapers Now Advising Their Subscribers How to Buy Foods. Personnel and Objects of the American Manu-iacturers' Premium Association. The Egg Boycott. Market Summary.

Correspondence of "Modern Merchant id Grocery World."

:w York, December 1, 1916.

ie American Manufacturers' iium Association is a recently nized association, with general :s at 32 Liberty street, this city. composed of manufacturers use premiums, but who deal t with the consumer by pack- and redeeming their own labels, emarks, wrappers, tags, cou- or other simnlar tokens. The ct of the association is "to en- age and assist in the enactment enforcement of and conform- to effective and uniform laws, eral and State, which in their ation deal justly and equitably the rights of all concerned." officers of the association are ident, S. A. Kirkman, of Kirk- & Son, Brooklyn; secretary, R. Higley, Globe Soap Co., Cin- ati, Ohio; treasurer, R. G. ser, Wisconsin Condensed Milk Burlington, Wis.

* * *

he local papers here are feeding r subscribers full of matter re- ling the high price of food prod- and are giving them what es for advice as to the best way uy under the present critical lition of the markets. For ex- le, the New York "World" last day gave the following advice housewives as to how to buy nksgiving necessities:—

Don't order your turkey "in dvance." There is turkey nough to go around, but the armer wants 35 cents a pound ight now, which means about 5 cents at retail. This for best rades of "turk." Let him vait! Let the dealer wait! Don't rush your orders in.

Meantime, there will be plendid roasting pigs to con- ider, at only 28 cents a pound, veighing from ten up to twenty ounds each.

Beef tongues (corned) will e 22 cents a pound, or (smoked), 27 cents a pound, nd weighs about four to six ounds each. Hams, smoked, t 22 cents, in sizes of twelve o fourteen pounds each, should never mean a retail price of 34 cents.

Chickens, for soup, average about 16 cents a pound, those for roasting at 25 cents a pound, while all the accompaniments are not so out of reach as one imagines, if selection is made with care and the buying done correctly.

Don't forget that the white onions, for table use, are cheapest.

Don't allow the dealer to overcharge on celery; there is plenty and of excellent quality.

Don't pass the cranberry by; it is one of the cheapest products in market, a new kind also from Florida. This fruit stands for health.

Don't use cocoanut; it is extravagance.

Don't go heavily into nuts; they are costly—all but peanuts.

Don't omit the sweet cider. It is healthful and cheap. But don't get the "imitation" stuff. Ask for "Russet cider," at only 25 cents per gallon, the "sweet" at 20 cents.

Do get macaroni, to help out potatoes; the boxes of macaroni are all domestic make, prices for goods $1.75 to $2 per 22-pound box.

Do use dried favor beans (7 cents a pound) instead of dried white at 15 cents.

Do use dried limas at 7 cents a pound, not canned at 15 cents a small can.

Do use Malaga grapes; they are abundant; prices $2.50 to $5 for a keg of 42 and 45 pounds. This means 6 to 8 cents a pound, not any 25 cents a pound at retail.

Do use the "chic" peas at only 9 cents a pound (dried), which make such tasty soups and odd kinds of dishes. This saves on canned peas at 18 cents a can.

Do use apples; they are only $2 for the ordinary kinds and $5 for fancy grades (per barrel). Beautiful Spitzenbergs, ranging 56 per box, are only $2.50, or about 4½ cents each, which will become 12 cents each, at single retail rate. The "delicious" apple, $2.25 for 113. Gravenstein's at $2 a box. These all make a fine table fruit. Any large family, or couple of smaller families can use these to great advantage.

Do use mincemeat; it's healthful and not expensive; in 30-pound pails at 9½ cents a pound. The baker's pie will cost you about 75 cents this season.

Do use pumpkin. One egg per quart of milk make a very decent pie, molasses for sweetening. It will cost about 25 cents against 60 cents from a store.

* * *

The feature of this week has been the widespread movement to boycott eggs. There is in New York State a Mayors' Association which is composed of the Mayors of many of the cities. This association has been primarily active in featuring the boycott and in working in the different communities through its members. Some of the local Mayors issued proclamations to the people urging them not to use eggs for the next two weeks. Weights and Measures Commissioner Hartigan, of New York City, is also very active and has issued a plea to the housewives of the city. He says that if the boycott against eggs is successful he will suggest that it be extended to butter, potatoes, poultry and other things.

Naturally the holders of eggs are predicting the usual disaster which they always seem to see when a boycott is spoken of. F. F. Droste, of Droste & Snyder, 177 Duane street, states that if the boycott was successful and the price dropped it would leave consumers worse off than they were before, because England stands ready to buy eggs in unlimited quantities as soon as the price drops two or three cents a dozen.

The Wicks Legislative Committee sat in the offices of the Merchants' Association during the week to hear testimony about the egg situation. One particular incident brought out before the committee was interesting. It concerned a carload of eggs bought in Decatur, Indiana last June for 24½ cents a dozen and placed in cold storage. During the same month they were sold to a Brooklyn jobbing house for 25½ cents. In the following September the original seller bought them back at 29 cents and on the same day resold them for 30 cents. They were then sold again to a middleman at 32 cents, and these identical eggs on November 18th were sold to consumers at 43 cents a dozen. Most of those who profited by the advances were the egg brokers.

(Continued on page 17.)

Cash or Credit ?

¶ A certain class of customers will buy just as long as you will extend them credit. When forced to pay cash, they will buy elsewhere rather than face you with their account unpaid.

¶ Right now, there are probably on your books the names of many such customers who are getting ready to "turn that trick."

¶ Cut out that "credit" trade. Give your customers a reason for paying cash and you will hold all their trade.

¶ For over 20 years millions of thrifty shoppers have taken their trade to the fair-minded merchants who give S.H. Green Stamps as a discount for cash patronage.

¶ Nowadays, you cannot afford to let any customers get away; certainly not, if they owe you money. Look at your books and see where you stand on this important matter.

The Sperry & Hutchinson Co.
The Hamilton Corporation
GEO. B. CALDWELL, Pres.
2 West 45th St. New York City

WITH THE EDITOR

Another Newspaper Ignoramus.

A good friend of this paper, M. J. Haile, of Shamokin, Pa., who besides being a substantial business man is a director in the Shamokin Trust and Safe Deposit Co., sends in this editorial which the "Shamokin Dispatch" published during the week:—

> The "Modern Merchant and Grocery World" may be an honest and respectable publication, but a piece of advice it gave its merchant readers lately seems flagrantly immoral.
>
> "Consumers are being educated daily," it remarked, "by a variety of conditions, to pay good prices for everything they buy. The retail merchant who doesn't take advantage of that had better drop out. Never again will he have such a chance."
>
> In other words, grab while the grabbing's good! People are getting used to high prices, and rather expect them, even while they complain—so soak them to the limit. Charge "all the traffic will bear" for everything. If a rise in the wholesale price of butter forces the raising of the retail price 5 cents a pound, raise eggs, too, even if they cost the same as before. If flour goes up legitimately, raise cornmeal and peas and beans along with it. If potatoes double in price, owing to a real scarcity, add a dollar a bushel to apples, no matter what they're worth. High prices are in the air. Take advantage of the psychology of the thing; encourage the consumer's belief that "everything's going up," and soak him! He probably will never know the difference.
>
> Perhaps that is why the price of so many commodities has risen to unprecedented heights. Of course no retailers in Shamokin are acting on that greedy and vicious principle!

Here goes another ignoramus off on a tangent. The "Dispatch" interprets the advice it objects to in the light of its own dense ignorance of the retail business. Like all consumers it apparently considers it "flagrantly immoral" for a retailer to make any profit whatever. He should sell at cost and the Lord will provide! Of course all that muck about grabbing while the grabbing is good is nothing but the "Dispatch's" fevered imagination. This paper has never advised its readers to do any such thing, nor would it do so. I explain again the meaning of the advice to which so many newspapers have objected, which meaning, I say again, was clearly understood by everybody in trade, for whom only it was written. The meaning was this: that retailers should use present conditions to make the *adjustment* of their profits which is never possible except in a period of fluctuating markets.

The "P. S." of Mr. Haile's letter is interesting. He says: "We are retailing many kinds of goods, especially canned goods, cheaper than we can buy them now. Goods that we put in stock from one to three months ago." Therefore I am very sure that Mr. Haile and other merchants like them did not misunderstand what this paper said to them. That being true, the Shamokin "Dispatch" can go hang.

No Conspiracy Exists.

Nowadays the papers are full of talk about conspiracy to raise the prices of foodstuffs. Sometimes manufacturers are accused, sometimes jobbers, sometimes retailers. "Conspiracy" sounds good to consumers and so the newspapers play it up. The Government is even hunting in Chicago and some other places for evidences of conspiracy, but it will not find any, because no conspiracy exists.

Conspiracy means an agreement between two or more persons to do an unlawful thing, or to do a lawful thing in an unlawful way. *An agreement.* The mere doing of the same thing at the same time by two or more persons is not conspiracy. When the holders of eggs, for example, numbering several thousands, every one in touch with the market, all see that prices will stand an advance, why should they *agree* to make the advance, when they can make it just as well without agreeing to, and reap the same reward legally? Of course there is no conspiracy. The fact is that a lot of people, all with the same axe to grind, have taken advantage of the same situation at the same time. But to make that criminal the law will have to be changed. It certainly is not criminal now.

The Food Embargo.

One of the big subjects at the coming session of Congress will be the proposed embargo on American food products. As readers hereof know, our exports of food products, notably wheat, have been enormous and unprecedented. So much has gone abroad that the way has been opened to enormous advances on this side, and Americans are now paying more for many foods than they have ever paid before.

An embargo would of course forbid the export of American food products, and would inevitably reduce prices on this side. In place of scarcity would come extreme plenty, and markets in most food lines would decline over night.

Those who want an embargo argue that we should consider our own people first. Particularly our own poor. And while we owe a certain charity to the people of the warring countries, charity should begin at home. We have no business to grind the faces of the poor of this country merely to do a good turn to foreigners.

Those who oppose an embargo take perhaps the broader and more generous view that to refuse to sell food to foreigners who would starve without it, would be a crime. That the people of some of the European countries have nowhere to go for food than to the United States. If they can't get food here they can't get it at all. It is a very pretty argument. The President is opposed to an embargo, and will throw the whole force of the administration against it.

Personally, I believe that a very good compromise would be a *limited* embargo. Don't shut off all the food exports, but shut off say one-half. In such a crisis we have no right to decide wholly in favor of the people of this country or wholly in favor of the foreigners. At present we are deciding wholly in favor of the foreigners, because we are selling them all of our food they want without regard to what pens to us.

There is something else whi will relieve me to say. My own lief is that if we were to shu the food, the war would quickly come to an end. If that be done, it might pay to starve s people to do it. Isn't it worth w to starve a few thousand, if a lion can be saved from shooting

---

A Boycott as a Remedy for High Prices.

The New York food authori according to this week's New Y letter, are tr to reduce prices of egg instituting a certed boycott. Literature is b sent out, newspapers doing t share, and the Mayors of var New York cities are working their own communities. The p ciple involved is of course very ple: Eggs are highly perish and their period of life has l further shortened by cold sto food laws. The market is gove entirely by the every day dem and if that stops even if for twe four hours, stocks will pile up the market will break of its weight.

There is no flaw in this the The result is bound to be preci what the boycotters expect it to if the cause can be set in mot The trouble is to set the caus motion. Never once in my exp ence has there been a succes *concerted* boycott of a food pr uct. Of course many times w something got too high, pe stopped using it here and there, that isn't a boycott. A boycott curs when a large number of peo acting together, declare that t will stop using a given thing the time being. That has ne been done in any material deg in my recollection.

But there has never been a ti when it could not have been don if enough people could be indu to stand together. They wh and complain about high prices, very few have the courage to s using an article until the pr comes down again.

There is absolutely no reason w the price of *anything* should be

Supply and demand make it aided often by manipulation, s soon as the demand stops the will *inevitably* decline. Nothan prevent it. The people have remedy for high prices easily in their grasp at all times, for is nothing in the way of purable merchandise which they ot do without. The trouble them always is that at the first of high prices, they rush in and their heads off. Nine times out n they put up the price on iselves.

nnsylvania Organization Notes.

dward O'Brien, one of the best vn local secretaries in the e, has resigned his position as etary of the New Castle Retail cers' Association and will take rivate business. He leaves the ciation with the best wishes of y member for his future suc-. The newly elected officers as follows: President, H. J. mpson; vice-president, J. L. ar; secretary, Geo. M. Gibson; surer, John Shiner. Executive mittee: Geo. Gibson, James ant, W. J. Quinn, J. C. Norris J. A. Shiner.

* * *

oyertown business men are arging for a community Christmas

* * *

he wholesale dealers of Scran- were hosts to the retail gro- of Lackawanna County on nday, November 20th. About were present. The meeting held in the beautiful New ino Building on Adams avenue. E. Bennett, a local wholesaler, ed the meeting to order and inluced as the presiding officer in M. Graves, Esq., secretary of Tristate Wholesale Grocers' sociation. Mr. Graves opened speech making with a straight m the shoulder talk dealing in usiness manner with a number perplexing questions that harrass retailer and wholesaler alike. explained the object of the eting as a "get acquainted" one l urged closer co-operation as a ans to solving our difficulties. r. Arjay Davies, of Easton, sident of the Tristate Associan, followed with an address full helpful suggestions. William edley, of Philadelphia, was the



Speak to customers about

WILBUR'S COCOA

You'll find **Wilbur's Cocoa** so well known and well liked that customers are practically waiting to buy it, and all you need to do is remind them of it. **Wilbur's Cocoa** has been extensively advertised for many years, and once tried its superior flavor has always given satisfaction.

Our booklet "Cook's Tours Through Wilburland" shows consumers 60 ways to use **Wilbur's Cocoa**—as a food as well as a drink. **Wilbur's Cocoa** can be made into delicious cakes without the use of butter, which is only one of our recipes; it makes the most delicious Iced Cocoa, and our recipe for that is the only successful way of making it.

To make a long story short—once you start a customer buying **Wilbur's Cocoa** it means steady repeat sales at a good profit to you and satisfaction to her. That is the kind of articles you want to sell, because they build up permanent trade.

It will pay you to keep **Wilbur's Cocoa** displayed on your counters and in your windows at all times.

H. O. WILBUR & SONS, Inc.

Philadelphia

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY INTEGRITY OUR WORD

WHAT TO TELL CUSTOMERS

"We always recommend WILBUR'S COCOA because of its delicious flavor, purity and food value. Try it according to the recipes in this booklet and I know you'll like it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



Wherever Clothes Are Washed!

Women wash clothes to get them *clean*, so they don't like to use *dirty starch.* Wherever clothes are washed, in city or suburb, in town or on the farm, women appreciate ARGO STARCH because it is CLEAN starch.

Not only will ARGO STARCH, in the neat 5-cent cartons, please your customers, but it is easiest and best for you to handle. The carton is convenient; it saves the work of scooping and weighing bulk starch; it saves the cost of bags and twine; *it saves TIME.*

ARGO STARCH MAKES A SPLENDID DISPLAY

A neat pile of ARGO STARCH in your window, or on your counter, is sure to catch the eyes of customers and increase your sales. Always have ARGO STARCH where it can be seen, and it will sell itself. Bulk starch only sells if customers *remember they want to buy it;* ARGO STARCH acts as a reminder, an advantage of package goods which the live merchant quickly appreciates.

Corn Products Refining Company
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — OUR YOUR

WHAT TO TELL CUSTOMERS

"ARGO STARCH is *pure, clean* starch which is sure to please. Can be used for either hot or cold starching."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

next speaker and he talked "Progressive Co-operation." liam Farrell, a local retailer, a good talk, as did President rad, of the local Retail Merch Association. John McCall, a entertainer, enlivened the mee with some good songs and re tions, after which lunch served.

The committee in charge of meeting was composed of the lowing: W. H. Chandler, of th H. Chandler Co., chairman; I Zeidler, of Genter & Zeidler; L Davies, of the Hooven Merca Co.; G. W. Wettling, of the T. Porter Co.; M. M. Bennett the Pierce Co., and Alfred S man, secretary of the Associa of Jobbers.

The meeting was a big suc and the wholesalers deserve g credit for the manner in whic was handled. Other meeting like character have been hel Lancaster, Williamsport, Wil Barre and Harrisburg, all under auspices of the local jobbers and Tristate Associations.

* * *

Warren Jackson is the new retary of the Washington Boar Trade.

* * *

The Waynesboro Association tertained the members and t clerks on November 23d with banquet followed by a talk on " operation and Loyalty" by W. Hotchkiss, of New York. At 200 were present.

The Reputation and Standing

Walter Baker & Co. Cocoa and Chocolat Preparations



Registered, U. S. Pat. Off.

Have been built up l years of fair dealing, honest manufacturin an unwavering poli of maintaining th high quality of th goods and by exte sive and persister advertising.

This means for th grocer a steady ar increasing dema from satisfied customers, in the lor run by far the most profitable trad

The genuine Baker's Cocoa and Baker Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd

Established 1780 Dorchester, Mas

n for the "Modern Merchant and Grocery World."

teran Retailer Tells of Salesmen That Have Called on Him in Thirty Years

des All Salesmen Into Seven Classes. Crooked Salesmen All Dig Their Own Graves. Personality a Salesman's Chief Asset. Honesty the One Quality Without Which a Salesman Cannot Succeed.

e been in the retail business for y thirty years and during that I've seen, I suppose, thousands aveling salesmen, yet I've never n the least bit tired of having come and watching them . They're a very interesting f boys to me—good fellows igh and through, as a rule. I seen a few crooked sticks float , but they soon went under. I never known that to fail—a ked salesman invariably digs vn grave. He can be rude, and nannered, and untidy, and pro- and vulgar, but if he's straight knows his business, he'll get . Let him be crooked and he's sooner or later.

l the salesmen I've ever known divide into seven types:—

The salesman that doesn't care t whether you like him person- so long as you believe him.

The salesman that works first ıardest to make you like him, ving that if he can make you ım he can do anything with

The salesman that thinks the weapon he needs is flattery.

The salesman who never s you his lowest price at first, ugh he knows you know per- well that is his habit.

The salesman that you abso- know is telling you the truth last and all the time.

The salesman who you can s telling you the truth when 's no very important reason he shouldn't.

The salesman that you feel will 's take advantage of you, by or act, whenever there is any- to gain by it.

s interesting to see the young vs come in who, being new, devised a regular selling sys- for themselves. You can al- see the book on "Salesman- bulging out their breast pock-

e chap like this came in to me ear selling shoes for a Boston house. He was a good-looking boy, but as raw as an onion. He has a regular set form for approaching customers that I knew right away he had gotten out of some correspondence course, or a book. It didn't fit him any more than a 32-coat would—he was a big chap—and I finally said:—

"See here, old man, if you can talk straight English to me, I'll be glad to listen to you, but don't give me any more of that made up stuff."

He got red and then laughed, and in the minute we were down to brass tacks. He sells me goods to-day, but not by the book method.

After a pretty long experience seeing these fellows and hearing them talk, I'm prepared to say this: That seventy-five per cent. of a salesman's stock in trade is his own personality. I don't mean fine features, or good clothes, or curly hair, or anything like that, but that something or other that gets across—that makes you like to have a chap come in and makes you trust him. I've found it many a time under a suit of clothes with soup stains all over the front; and I've found it in a man with the worst hare-lip I ever saw.

It's only once in a great while that a house has something so unusual that it sells itself. Nowadays one man's stock is pretty much like another man's. It's the personality of the salesman that makes one offering better than another, and between the thousands of competitive offerings that are made to every merchant in a year, there often isn't a mite between them but the differing personality of the salesman.

I know a salesman who has been on the road for forty years. He was an old road man when I first opened my store. This man—call him Tom—has more customers that stick to him than any salesman I know except one. Yet he almost never gives them a civil word. He always has a grouch.

Cleanliness and Freshness

are assured your crackers and coffee when you use

Heekin Heavy Duty Steel Cans

These cans are sturdily built, will withstand knocks and jars and protect and preserve crackers and coffee far better than any other containers.

They present a handsome appearance, being made of plain iron and steel and attractively painted or lacquered with your name and address.

For coffee

they keep out dust and dirt and keep the aroma and freshness in.

Size 15½ x 20¾ in.

For crackers

they prevent over-moisture, keep the contents crisp and clean.

Size 15½ x 27¾ in.



Write us for sample.

The

Heekin Can Co.

New and Sixth Streets

Cincinnati, Ohio

"Heekin Can since 1901"

You Have Seen Them

go up and then go down—here to-day, gone to-morrow. Breakfast cereals may come and go, but

Shredded Wheat

like Niagara Falls, goes on forever. In the home, where its nutritive value is known, nothing can take its place. It is in a class by itself. There is no substitute. Delicious for breakfast, or for any meal, with sliced bananas, or other fruits.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.



ADVERTISED

The reputation of **Borden's Milks,** and the word of mouth recommendation from housewife to housewife, is backed up by our advertising in newspapers, magazines, billboards and street cars. **Borden's Eagle Brand Condensed Milk** is the *safest and best food for infants*. We keep advertising this fact so that every baby born that is compelled for any reason to be fed artificially, the mother will find in **Eagle Brand Condensed Milk** an ideal and satisfying substitute for her breast milk. **Borden's Peerless Brand Evaporated Milk** is the leading brand for cooking purposes, and its quality and purity, together with our advertising, is steadily winning for it more and more satisfied customers.

It Will Pay You to Keep Borden's Brands Prominently Displayed

The sale of **Borden's Brands** is lively at all times, making a steady stream of profit flowing into your cash register. You should take advantage of their prestige and established popularity to secure all the sales you can. Remember also that every can is guaranteed to your customer, and all **Borden's Brands,** whether sweetened or unsweetened, are made from the highest grade raw material, by the most modern method of manufacture, and guaranteed **absolutely pure.**

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

Established 1857 **NEW YORK**

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — YOUR MARK

WHAT TO TELL CUSTOMERS

"When you buy **Borden's Brands** you get a finished product that is safe and uniform, which has been made in surroundings and by methods that are the most perfect types of cleanliness and sanitary handling."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants.

I'll never forget the first exp
ence I had with Tom. It wa
don't know how many years ag
was working as a clerk and I
never seen him before.

He came in the store and be
he'd been in there ten minute
had told my boss to go to —
The man he was asking for or
But that isn't all—he later told
to do something else that I
even hint at—told him right o

Customer get mad? Not a
gave him an order.

"Would you mind telling
that's the way that fellow us
sells goods?" I asked the boss
he'd gone.

"Who, Tom Brown? Sure, t
Tom. I never saw him any di
ent."

"Well, how is it he can put
such a line of talk as that? If
men did it they wouldn't last a
ute."

"Oh Tom's been coming ar
a good many years, and there
a straighter man alive. If he
you a thing, you can forget it
so. He may swear at you whil
telling you, but it's the truth y
getting just the same. He s
good line of goods, too. No
thinks anything about his mann

Since then I've got to know
pretty well. I buy goods fro
right along. He's never yet ha
any decent treatment to me, an
I'll always buy of him as lon
we're both in business. And
isn't a man on the road I'd s
go to if I was in a hole. He
right there with the real help,
would.

Speaking of personality, or
the road men I do business w
the cleverest, nicest chap to ta
you ever saw. Good-looking
friendly and interested in e
thing, and altogether all right-
I wouldn't trust him. I've tri
but I can't, for I know he's cro
Not that he'd steal, or anythin
that, but you can't feel safe.
tells me something, I always
like asking him to put in writi

Do I buy goods of him?
tainly—right along. Perhaps
as many as if I trusted him, bu
more trouble. I have to tak
manner of precautions tha
wouldn't have to take otherwi

The salesman that always e
tains me immensely is the f
who thinks the royal road to su
is flattery. I had one man like
regularly calling on me. He

ble chap, outside of that, and I
t hold it against him because I
ose he thought I liked it.
e certainly ran the limit before
ed the turn. My store was the
in the country; as a business
I was a king; I looked ten years
ger than I was; my wife was
f the most charming women he
met. All this I took and threw
my shoulder, but when he told
ne day I had a thumb like
leon's, I—after I could control
lf—said this to him:—
ow old man, I want you to cut
at right out. I've had all I
tand and after this you talk to
s if I wasn't the greatest thing
rth."

started to protest that he
t it, but there wasn't any more,
iced. A good many salesmen
hat way. If they see a cus-
r is open to it, they will paint
over him. It must be a good
of a tax on the salesman, too,
e has to constantly be invent-
ew qualities to praise. For ex-
e, my Napoleon thumb.
ead a book on salesmanship
just as a matter of general in-
. One of the best things in
s a chapter on being optimistic
—never telling customers business was poor, but always being cheery and hopeful and satisfied. It's very remarkable how many salesmen forget that; while they don't always come straight out and say business is bad, they show by their manner that it is. As a merchant I try to form my opinion of business conditions from other things than what the salesmen say, but I can feel myself being affected when a man with a dark brown grouch comes in and unlooses a tale of woe.

* * * *

————, Pa., November 22, 1916.

(To be continued)

The Week's Dry Goods Record.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale shipments of dry goods for the current week have been in excess of the corresponding period of a year ago.

Road orders for both immediate and future delivery are running in larger volume than for the same week of 1915.

Customers have visited the market in larger numbers.

Collections show an increase over the same period last year.

Prices are firm.

CORRESPONDENCE.

Have You Any Dishonest Advertisers in Your Home Town?

New York, Nov. 14, 1916.

To the Editor.

Dear Sir:—The American Fair Trade League is mapping out a country-wide campaign of prosecutions of dishonest advertisers.

It will co-operate with local commercial and merchants' associations or with individual merchants for the protection of the public and of honest trading.

We will give prompt attention to any information you can give us in confidence or otherwise concerning conditions in your community.

Send us copies of advertisements of your local offenders with such details as you may think of value.

AMERICAN FAIR TRADE LEAGUE,
Edmond A. Whittier, Secy.

* * *

Makers of a Cigar.

Lynnport, Pa., Nov. 21, 1916.

To the Editor.

Dear Sir:—As I am a subscriber through your Mr. Becker since November 21, 1916, I would like to know or hear from a firm that sells American Consul cigars.

Yours truly, S. J. MANTZ.

A. S. Frey & Co., Red Lion, Pa., make the cigar referred to.

The Week's One-Time Ads.

The man who writes the Ferris ad. this week tells a story about some Mountain Dew melons that he bought. He had 'em almost every day for *two months* and didn't get a bad one once. That's going some, eh what? What's it got to do with Ferris Hams and Bacon? I'll tell you. Don't you see what that did for the chap that sold those melons? The Ferris people are so tickled about it that they take him into their ad. And I'll gamble they talked to everybody about it that would listen. Can a grocer *buy* an ad. like that? He sure cannot. And it's the same when you sell Ferris Hams and Bacon. You can sell them for two months, too, without a complaint, and doing that will do the same for you that it did for the chap that sold the melons. Read the ad. and you'll get the point right off. JIMMY MANDER.

For the Serious Consideration of all Retail Grocers

From various sources of information we learn that at this winter's session of the Legislature, in several States, bills may be offered which would seriously affect all methods of premium-giving. In fact, if such bills were to be passed, all manufacturers packing their own coupons and giving their own premiums would be prevented from employing this method of advertising.

We do not believe the retail grocers wish or have any intention of endorsing bills of this kind and we ask that you carefully consider any proposed legislation before endorsing a bill which would prevent the manufacturer from offering his own coupons.

A premium coupon packed *by the manufacturer* and redeemed *by the manufacturer* direct from the consumer costs the retailer nothing. It causes him *no* annoyance but helps him sell goods, as the coupons are of intrinsic value to the consumer.

There are different methods of premium-giving and it would be a detriment to your business, unjust to your customers and unfair to the manufacturer to have bills passed which, while intended only to affect certain methods, would prohibit all branches of this great profit-sharing mode of advertising.

Therefore, be sure you thoroughly understand the real issues before endorsing any anti-coupon measure

KIRKMAN & SON

Makers of

Kirkman's Borax Soap
Kirkman's White Soap
Kirkman's Soap Powder
Kirkman's Scouring Powder

The Grocery Markets

Sugar.

The raw market has rather gone to pieces during the week, due mainly to the lack of demand on the part of refiners. Sales of raws have been made as low as 5⅝, which is a decline of about ½ cent during the week. There seems to be no reason for the drop in raws except the lack of demand, for the season in Cuba is backward on account of rains. Some sugar is coming forward from Louisiana. Refined sugar shows no change for the week. There is now a very heavy margin between raw and refined and ordinarily refined would decline, but just now the refiners are working on higher priced raws and probably will not drop their prices until they go on cheap sugar. It is easily possible just now to buy refined sugar for less than refiners' prices, as second hands holders are selling at about 25 points under the regular market. Consumptive demand for sugar is fair.

Tea.

The tea market shows no change for the week, but all values are steady to firm. The feeling in all black teas appears to be stronger than a week ago, due mainly to scarcity. Green teas are even scarcer relatively than blacks, but at present are not in very much demand. The whole situation is very strong and the demand continues active from day to day.

Coffee.

The coffee market remains unchanged for the week, but the undertone is undeniably soft, owing, in the case of Rio and Santos, to the very large available supply in this country. Prices show no change for the week and there is no indication of any immediate further decline. The demand is very light. Milds are all unchanged and quiet. Java and Mocha unchanged and in moderate demand.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is still very high, being several cents above normal. Demand is fair. Sugar syrup shows no change but the entire situation is very scarce and high. Molasses has declined about 4 cents from the opening price but is still comparatively high when compared with the prices which ruled for old crop molasses.

Fish.

The only change in the mackerel situation is an advance in the price of Irish mackerel, which are at least $1 per barrel higher on account of scarcity. Other mackerel are unchanged and scarce. Cod, hake and haddock are still scarce and high. Salmon is in good demand at fully maintained prices. The sardine packing season closes to-morrow with practically no surplus in the hands of the packers. Prices should go considerably higher before the new pack.

Dried Fruits.

Peaches and apricots unchanged; demand fair. Raisins are in active demand at prices fully maintai Other dried fruits unchanged.

Canned Goods.

Owing to lack of demand the mato market has receded abou cents a dozen. The supplies in hands are exeremely limited but demand is more so. Peas and are in fair demand at unchar prices. California canned goods more closely cleaned up on the than for several years past. principal trading is from one jo to another. In Baltimore ca goods, spinach has taken ano advance of 10 to 15 cents in the week. The pack is light and supply limited.

Butter.

The market on butter for the week has remained statio There is a fair consumptive den and the market is steady at changed prices. We are not li to experience any change in near future.

Eggs.

The receipts of new laid continue to be light and the m is firm with prices ranging the as a week ago, with a consum demand that absorbs the receip

Where the Coffee Peddler Falls Down

No coffee peddler can sell a careful consumer who wants coffee rather than premiums very long, because his qualities vary almost from week to week, and the customer never knows where he is.

That is, the coffee peddler can't sell him—if there is any retailer in the neighborhood to do better than the peddler. No coffee peddler can compete for a minute with a grocer who features **Harisco Standardized Coffees,** for he has something to offer that the peddler can never have, i. e., coffee to adopt and go forward on permanently.

Harisco Standardized Coffees are blends and grades that are made superfine in the beginning and kept absolutely uniform by the most enormous care in buying.

We would appreciate a friendly letter from you on your Coffee Department.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	H Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

al. We are not likely to have increase in the production for time, and not likely to experi- any change of any conse- ce.

Cheese.

ıe consumptive demand for ;e is light. Stocks are also re- :d to be light and the market :ady at unchanged prices. The ty of cheese arriving now is ıs good as it was a month or go, and in order to effect sales ɔrice has to be shaded to some ıt. The market is not likely to ge from the present conditions ome time.

Beans and Peas.

ma beans are constantly ad- ing, being a full ¼ cent per ıd above last week. Pea beans marrows are in fair demand, the high prices still in force. n peas and split peas have ıed the highest price for 15 or ears, but the supply is very more than the actual demand. es about unchanged for the c.

Provisions.

verything in the smoked meat remains steady at unchanged es, with a light consumptive.de- d. Pure lard is steady with a consumptive demand at about ent decline, while compound is with a good demand at un- ged prices. Barreled pork, ıed meats and dried beef are in nal demand, prices ranging same as last week.

Poultry.

he receipts of turkeys were a larger than was anticipated, as a result the market declined nts per pound from the early of the week. The market is dull and turkeys did not meet ı ready sales even at the decline. s impossible to predict future es. The price on Wednesday 28-29 cents. Ducks, geese and kens did not share in the decline ı turkeys. They were better than turkeys and the market ed steady with prices ranging same as the early part of the k. We do not look for any ad- ce in the poultry line, but if re is any change it will likely be ight decline.

IVIDUAL MARKET REPORTS.

Sugar.

Refined Sugar.—The market con- ues unchanged. All refiners will sell basis 7.50 except McCahan and Pennsylvania, who will sell basis 7.45. The market looks weak with indications of lower prices. While the margin between raw sugars at 5.64 and refined at 7.45 to 7.50 less 2 per cent. is 166 to 171 points, the amount of raw sugars sold at the decline is very small and refiners are still melting raw sugars which cost them considerably above present spot quotations. Most refiners are in position to handle shipments promptly. Franklin can ship within a few days according to assortment. Pennsylvania can ship promptly. McCahan can ship immediately. New business is fair and really showing a slight improvement, brought about by previous contracts becoming exhausted. The trade, however, are all buying from hand to mouth only, which is the best course to pursue for the present.

Raw Sugar.—The market has ruled very quiet with no sales of Cuba sugars reported to-day. One transaction was reported of 50,000 bags of Louisiana refining grades at 5.25 f. o. b. New Orleans, for delivery within two weeks to the American. The market recently has been affected by various lots of unsold Cuban sugars arriving on an unwilling market and holders preferred to allow concessions rather than place sugars in store. Stocks of raw sugars, both in the United States and Cuba, are becoming very small and growing smaller each week, and from present indications it really would appear as if old crop sugars would be completely exhausted before new crop sugars are available. Weather conditions are interfering with the commencing of harvesting and grinding will be very much delayed this season. The market closes very quiet in all positions.

J. H. Huston Co., Inc.
Philadelphia, Pa.

Rice.

There is more inquiry than is usual at this period of the year, and buyers are quietly picking up desirable parcels and laying them aside against future requirements. This refers more especially to the Honduras sorts, which are apparently in lighter supply, and therefore the market holds firm. Some of the operators are disposed to speculate in the better grades of Blue Rose, having confidence that prices on this style will move upward sharply and shortly after the turn of the year. Holders are feeding the market sparingly and there is no pressure to sell, which keeps the situation taut.

Advices from the South along the Atlantic Coast report the local demand as holding up to last week, but on account of the approaching holidays this section anticipates a falling off in the demand.

At New Orleans in the market for clean the demand can be termed



A Letter to the Groceryman.

Everybody being out, and Bobbie and Dorothy having taken possession of their father's office, Bobbie proceeds to do business.

"You're my st'nogofer, he says to Dorothy. "Take this dictation." And Dorothy, at the typewriter, takes this letter:

"Mr. Groceryman: Send me and Dor two packages of Strawberry

JELL-O

and two packages of Orange Jell-O and two packages of Raspberry Jell-O, and send real Jell-O and not that other kind."

That is a businesslike letter and it shows, for one thing, that Bobbie knows what he wants—"real Jell-O"—and doesn't want to take chances with anything else instead, as some older people do.

Jell-O is always put up in packages bearing the word JELL-O in big red letters on the front.

The grocer who sells Jell-O certainly has a chance to turn his Jell-O customers into very profitable customers, if the old saying is true that "A pleased customer is a good customer."



THE GENESEE PURE FOOD COMPANY, Le Roy, N.Y., and Bridgeburg, Ont.



Stores That Look Like Junk Shops

No matter how hard you try to avoid it, your store will look like a junk shop if its shelves are overcrowded.

Of course you can overcrowd shelves supported by **Baines' Brackets,** but you won't reach the crowded point until you've got 25 per cent. more goods on the shelves than you can put on the old-fashioned shelves.

Baines' Brackets hold up shelves without the old-time uprights that eat up space. The whole, unobstructed shelf-length is available for goods. We've figured up the gain many times—it amounts to a clear increase in shelf room of 25 per cent.

PIQUA BRACKET CO. = = Piqua, Ohio

Sunshine Biscuits



Satisfying and Profitable!

SUNSHINE Biscuits satisfy the most particular customers, because of their dainty freshness and the wide variety in which they are made. There's a SUNSHINE Biscuit for every taste and every occasion, and they *please* because of their *Quality, Flavor* and *Freshness.*

SUNSHINE Biscuits are profitable for you to sell, not only because of the profit per package, but also because the satisfaction they give your customers will result in repeat sales and steady business for you.

It will pay you to make a constant display of SUNSHINE Biscuits and push their sale at all times.

That reminds us—

Have You a Sunshine Rack?

Ask the SUNSHINE Salesman.

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY — INTEGRITY — IS YOUR

WHAT TO TELL CUSTOMERS

"There's a SUNSHINE Biscuit for every taste and every occasion."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

"quiet," although millers are ho ing fairly firm and very few c cessions are being made.

In the interior, Southwest Lou ana, Texas and Arkansas, the ro rice market is quiet, but hold very firm, refusing to sell on present basis of clean. The situation continues very serious this together with embargoes of steamship lines makes shipp very difficult.

D. TALMAGE'S SONS Co New York and New Orleans.

—

Imported Fish Specialties.

Herrings of all kinds are in g demand. Prices are firm and changed. The expected large s ments of Holland herrings to market have not arrived; co quently the market is holding ra steady, although it has shown advance.

Our reports from Norway ar the effect that we shall not rec any Norway mackerel this sea

Imported sardines of all kinds selling very freely. The catch Norway is rather unsatisfac and prices very firm. In Fra the catch of sprats which shoul in full swing now is most di pointing, but the packers have given up hope yet that they secure a fair catch of sprats. I they will probably pack some the American market, but pr will be high. In Portugal ther little doing just now, but shipm arriving are finding a ready sal asking prices.

STROHMEYER & ARPE C New York, N. Y.

—

Spices.

The market has been exceedi active over the last week, higher prices in several arti The situation as to ocean freigh becoming daily more serious. fact, cable advice just in na higher freights. There is a sc ity of vessels and all indicati point to still higher prices throu out the list.

Pepper.—Prices in the Or continue to advance. Prices h have been marked up fully 1 per pound during the last week. grades of pepper are in active mand and higher prices are v probable.

Red peppers in fair demand generally unchanged prices.

Cloves in good average dema Supplies here generally sm Lower prices very unlikely.

Pimento (Allspice) in g steady demand but at unchan figures.

Mace in better demand and ste for all grades. The consumpt is likely to increase over the win months.

Nutmegs much higher in East Indies and generally firm here, though prices in effect are lower levels than prices quo

abroad. Higher prices are probable this winter on all s and sizes.

ssias.—The domestic, as well xport demand, is very brisk. s are firmer, though really bly unchanged.

piocas very much higher and ng upward. The demand is and steady.

prikas very active and supp- here are scarce. Prices on grades are up ½ to 1 cent ound and further advances are likely.

eds, Herbs, Etc.—There is a brisk demand for nearly every- in the list. Mustards are in demand at slightly higher s. Caraway has reached a d price. Poppy seeds are er, as well as cummin, canary nise. Coriander steadily ad- ng and is very scarce at pres-

McCormick & Co., Inc.
ltimore, Md.

oreign Grocery Specialties.

ports from Spain indicate that rop of Pimentos (Spanish red ers) this season has been very indeed. The packers experi- enormous difficulty in securing uate supplies of tinplate. Labor arce, other packing materials igh, and in spite of the good the packers anticipate getting higher prices for their Pim- this season than they obtained eason.

bles received to-day from n indicate a very considerable nce in the price of crab meat a great scarcity of first quality .

pplies of garlic are rather lim- and prices very firm, and are to show an advancing ten- y. The demand for pure edible oil continues excellent in all ters. The prices in Italy as as in Spain have advanced derably lately, and selling s here are rather below import y.

rench mushrooms continue e and high.

alian goods are getting scarcer y day, as the Italian govern- is enforcing the embargo upon ments of food products. Efforts duce the Italian government to export permits for Italian ls needed badly in the Ameri- market have so far proved un- essful.

Strohmeyer & Arpe Co.
ew York, N. Y.

THE NEW YORK LETTER

(Continued from page 7.)

ne of the weapons which will sed in the egg boycott is mov- picture theatres, which have ed to throw slides on their ens urging consumers to stop ng eggs for the time being.

The Profit in the WRIGLEY Package

¶ Nothing pays you a profit until you sell it. Wrigley's is already sold before you buy it—sold by one of the heaviest consumer advertising campaigns in in the world.

¶ Into the WRIGLEY package we put the best gum that can be made—behind each package we put a silent, consumer ad. salesman. The sales are sure, the profits certain—and that is our idea of real co-operation with our distributors—the Retail Merchants.



THE PENNSYLVANIA PLAN

is a new idea in co-operation—Pennsylvania merchants enthusiastic distributors. We are working to make a bigger demand for WRIGLEY'S in Pennsylvania than ever before. If the merchants will link their efforts more closely to our advertising—display

WRIGLEY'S SPEARMINT AND WRIGLEY'S DOUBLEMINT DOUBLE STRENGTH

where every one will see it—their increased interest added to our increased efforts should double the sale of WRIGLEY'S—and that means more than double profit to our distributors.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.
CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY INTEGRITY YOUR VISION IS OUR

SAY TO YOUR CUSTOMERS

"WRIGLEY'S is double strength—double wrapped and sealed to preserve its freshness and flavor—and every package contains a coupon good for valuable presents."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

It Pays to Concentrate

SUPPOSE you had to buy every article in your stock, Mr. Grocer, from a different manufacturer? You'd be so busy writing letters, studying catalogues, and sticking on postage stamps and explaining the changes to your customers, you wouldn't have time to sleep. And how much dependability would your customers have in your changing stocks? Take Matches for instance—the grocer who wants his customers to have confidence in what he sells them has no need to carry more than one line. There's a DIAMOND MATCH for every purpose, and at any price—that's decent—and every match backed by the reputation of the largest and oldest match manufacturers in the world.

Anchor your match trade to a line that you know and trust

The Diamond Match Company

The Greatest Match Makers in the World

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA. SECURITY INTEGRITY OUR WORD

SAY TO CUSTOMERS

"DIAMOND MATCHES never miss fire. You can strike them anywhere and get a perfect flame, without sputter or break. DIAMOND MATCHES have been the best matches for 33 years."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The high price of foods is ag bringing forth the scheme to tablish public markets at which p ducers will sell eggs direct to c sumers.

Summarized Market Conditions.

Tea quiet on account of the h day. All values are well sustai —Coffee very draggy; prices changed with a weak undert Milds and Java and Mocha dull neglected.—Sugar considerably moralized as far as raws are c cerned, sales having been mad low as 5⅝ cents due to lack of mand. Refined sugar unchan but will decline sooner or later less raws advance. Second ha holders are shading the ma about ¼ cent.—Future peas selling to some extent at an adva for Wisconsin brands of 5 cen dozen over the opening of 85 ce Future Western corn, fancy bra is being offered at $1.10 f. o Spot tomatoes are weak at aro $1.30 f. o. b. factory in a large v Sardines very scarce and very f both domestic and impor Salmon scarce at about unchan prices. Tuna scarce and f Canned fruit dull but with l offerings and firm prices.—Pru continue firm, prices ranging f 6⅛ to 6½ cents basis price, f. c in a large way. Apricots firm v well maintained prices. Curr still very scarce and very high Wheat feverish and fluctuating most every day, but gained s firmness on news from Washing that the Administration is aga an embargo on exports.—Flour clined somewhat, inducing increa demand for the time, but buyers mostly afraid of the market.

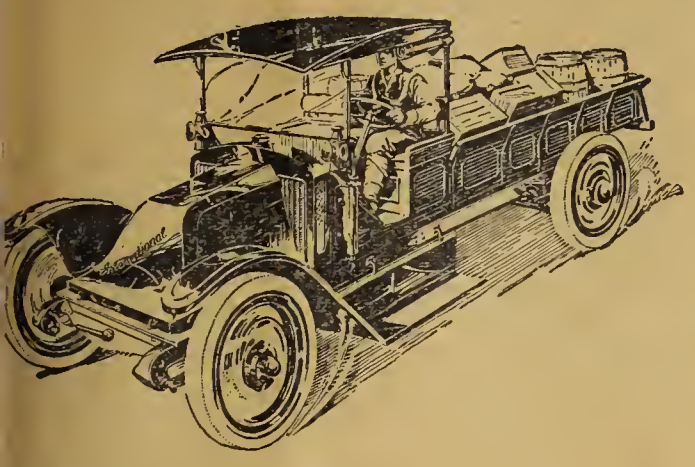
A Package That Every Woman Want.

Recently Opler Brothers, of Duane street, New York, concei the idea of packing their best co in the most modern of all glass c tainers—an airtight jar that can used for every purpose a housew can think of. It is the most attra ive and economical package on market and on that every won who sees it will gladly buy.

The cocoa is of the highest qu ity and is a sure repeater.

Here is an opportunity for wideawake dealers to not only cocoa but also to give their custo ers an article of value that will a greatly to their reputation.

Your jobber can supply you.



Now Is the Time to Buy

If your business keeps two or more horses busy, there's just one reason why you are not-using an

International Motor Truck

You don't know what it will do for you!

That's true. If you knew how much actual cash it saves, you would buy an International Motor Truck, because you could hardly make a better paying investment. If it added only twenty-five cents a day to your net profits—that would be better than 8 per cent. interest on the price of a Model E.

That is not all it does, by any means, but that should be enough to interest you, a business man. Write for our complete figures on motor truck saving, or, better yet—see the trucks themselves. There are three good models at the lowest prices ever made on trucks of this quality and capacity.

E—1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F—2000 pounds capacity, internal gear drive (chassis) $1500

Is it any wonder that over 13,000 successful business men use and boost for the International Motor Truck? It makes money for them. A line to the address below will bring you figures showing what you may expect an International to do for you.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

105 Harvester Building **CHICAGO U S A**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many quiries as to where subscribers can obtain premium goods of various rts, that for the convenience of its readers it has compiled a little rectory of responsible houses from which any sort of goods listed can obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La ange, Ill. (tf)
American Aluminum Mfg. Co., Le- nt, Ill.
Buckeye Aluminum Co., Wooster, io.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1360 E. Washing- n St., Muncie, Ind. (21)

Household Specialties.

Singer Brothers, 82 Bowery, New ork City. Write for catalogue.
United Royalties Corporation, 33 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford ., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



Babbitt's Best Soap

"BEST SINCE GRANDMA'S TIME"

This soap has been the standard of quality and value for over half a century. It has the benefit of BABBITT advertising and BABBITT reputation in addition to established consumer good will. No grocery stock is complete without it and no soap sells as easily or as steadily. Your customers know BABBITT'S BEST SOAP, and they know the Trade Marks are good for beautiful and useful presents, so it will sell on sight if you keep it displayed.

B. T. BABBITT, Inc.

NEW YORK CITY



Here's the Great Idea at Last.

One day last week my secetary handed me this letter and said he thought it was important enough to be answered by me personally:—

————, Pa., Nov. 21; 1916.

Dear Stroller:—

I have read your weekly talks and feel that I know you well enough to ask you for some advice. Why do not the jobbers in the wholesale grocery line give as good credits as the jobbers in the other lines? My jobber begins to write letters to me the minute my account is over thirty days old, and if it happens to get sixty days he threatens me with a lawsuit. The jobbers in the dry goods line give two and three months on certain goods, and I have a brother in the jewelry line that gets three and four months and I think six months on diamonds. Why should the grocer be held down to thirty days when the retail dry goods dealer and the jewelry dealer get three or six months? My opinion is that if the jobber would give the retail grocer longer credit, he could meet the chain store better, for often he has to pay for his goods before he gets in his money for them, which takes a lot of capital. The retail jeweler has a chance to get in his money before he has to pay for his goods, and then the jewelry business is mostly cash, while the grocery business is mostly credit. Why not start a campaign in your columns to have the jobbers give the retail grocer three months' credit like other jobbers?

Yours,

————.

I ain't going to print this correspondent's name, because maybe he wrote to me confidential. I'll cut off me good right hand before I'll give up anything anybody tells me confidential, unless I can get some money by doing it, and I don't see any money coming through in this case.

I'm going to do better for you than you ask me to do, my friend. I'm going to start a campaign right here and now to have jobbers sell goods to retailers without them having to ever pay for 'em. Why should a jobber, with all the money he has, ask a retailer, that has so much less, to pay for the little goods he gets from him?

(Don't break in by clapping like that; I get so much applause I'm sick of it.)

I figure out that the jobber's got a hundred times as much goods as a retailer, therefore he oughtn't to be stingy with 'em, ought he? Ain't we here on earth to help our brother that has less than we've got? Sure we are. The idea of a jobber selling goods to a retailer and kicking when he ain't paid right on the dot of thirty days! Shame on you jobbers! You ought to be glad that us retailers are willing to take your goods and keep 'em from spoiling on your shelves. Why just suppose a jobber had a big stock of breakfast foods in summer time and us retailers didn't take 'em. They'd pretty quick go bad wouldn't they? Well then, ain't the retailer entitled to something for that? Use your common sense if you've got any.

Of course if a jobber can show that he really needs the money his goods, why maybe that w be a little different. I ain't ur sonable. But there ought to law making him show that he n the coin, or he couldn't collect thing. Just for instance, if jobber in Philadelphia sells a b a retailer in Hagerstown, Md. fore he could get paid for 'en ought to have to go down to erstown with his books and credit man and all his family stand up and prove like a man he needs that money. And couldn't prove it, why then court would say, "No, sir, Jobber, Mr. Retailer needs goods more than you do an don't have to pay you." Ain't fair enough? Sure it is, an Christian too. It's the golden —"do them what does you."

Your scheme is all right to the chain stores, but you ca that mine is a heap better. I' plain it to you. You see the stores have got to pay for e thing they get. They wouldn in my scheme at all. Now i grocer with one store don't ha pay for his goods, as he wo my scheme goes through, why you see what a cinch it would lick the chain store? D'ye see Ain't it the big idea?

You've got to be careful the you put this up to jobbers, be they might not see right awa less it's put up to 'em exactly And not understanding it, might think you was. dippy would be a good idea to

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

New Crop Louisiana Molasses

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE AND 209 N. WATER ST. (PHILADA.)

We offer for prompt shipment the New Crop Genuine New Orleans Molasses, early arrivals. The quality is fine this year and the prices reasonable

"COSA NATURAL"—A well-known brand of an old-fashioned open-kettle Molasses, extra fancy quality, light color, fine flavor. You can get nothing finer than this. Barrels only, price 53c. per gallon.

"INGLESIDE PLANTATION"—One of our popular marks, being a fancy quality, light colored and good flavor. We recommend this as a high-grade pure New Orleans Molasses. Always pleased. Barrels only, price 46c. per gallon.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREE PHILADELPHIA - PENNSYLVANI

article and send it to 'em ugh the mail. (Tell 'em it ain't use trying to buy me off for than $50,000.)

THE STROLLER.

Future Canned Goods Prices.

he National Canners' Associa- has issued the following ad- nal statement on the future e of canned goods, which in y lines will soon be announced:

If the "future" habit has aims which cannot be re- sted, a due regard for pres- t conditions and a natural de- e for square dealing will uide any canner who is solicit- to sell in the present the od he must later deliver.

But, a disregard for cost in riting contracts for next ar's canned food by merely plicating the price which as obtained in the early days 1916, will not only break the bit—but the canner as well.

Let go haphazard guessing. ount well the cost.

Cessation of European immi- ation contributes to the labor arcity. There are more jobs an men. Munition plants, eking more hands, invade ighborhing States, offering ost liberal compensation. nat the canner must pay gher wages is an emphatic ality. The increased rate ust be distributed to the per zen cost.

More capital will be required r the same output in 1917 an was employed in the sea- n just closed. Interest on e additional investment must added to the cost per dozen.

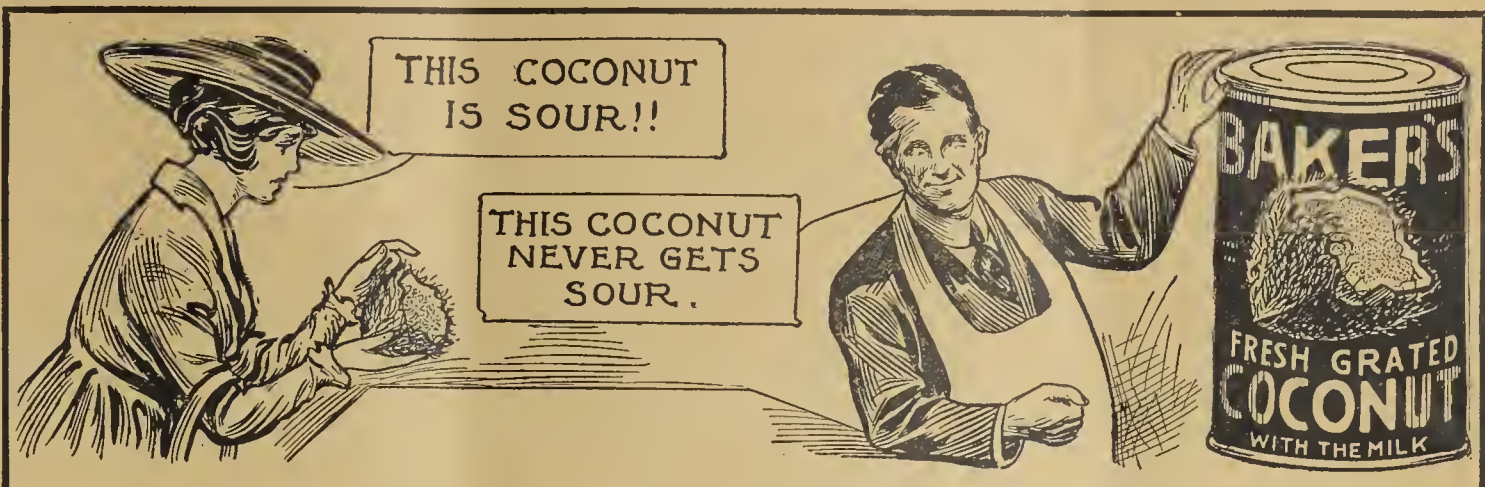
Insurance premiums increase e to a higher valuation of the oduct. Machinery must be paired and replaced. Taxes e sure. Coal—even at higher st—a necessity. These regu- r expenses must be appor- ned to production cost.

Don't flounder in a sea of ubt. Find the cost.

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.



Sell the Coconut That Will Please Your Customers

BAKER'S FRESH GRATED COCONUT in cans is guaranteed to be sweet when opened. It will not spoil, turn yellow or become rancid. It is ready for instant use. Gives your customers sweet, tender, fresh grated coconut without work or waste.

BAKER'S FRESH GRATED COCONUT is the only fresh grated coconut in cans on the market, and the natural milk is in each can. As soon as we introduced it, the convenience, delicious flavor and cleanliness caused a sensational demand. Now we are advertising it in the best women's publications and you can be sure of a large and steady sale.

We suggest that you use every means to inform your customers about this new, handy form of coconut and let them know you have it in stock, so you will be sure to secure the sales our extensive advertising will send you. A good display on your counters and in your windows would be the right idea, and we'll gladly send you the material to make such display if you'll write us. We have prepared attractive window strips, counter signs and hangers.

IT PAYS YOU TO SELL THIS COCONUT

because there is no loss from spoilage, no loss from returns, no dissatisfaction from your customers, and the profit is right.

The Franklin Baker Company

PHILADELPHIA

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"Here's fresh grated coconut in its own milk. Ready for use, full of delicious, natural flavor, and I'll guarantee it to be sweet. Try a can."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



No. 392.—The Iron Safe Clause is in Your Insurance Policy. Do You Know What It Means?

Inasmuch as every reader hereof, if he carries insurance on his stock and fixtures, is bound by what is known as the iron safe clause of the policy, the following letter and my discussion of it should be of universal interest:—

Indiana,

On the 10th of October our store was totally destroyed by fire, oil heater explosion in the evening.

That same day we had sold to a man from Detroit. He had asked to see our books and invoice. Same were accidentally let out of safe in desk and burned up, we just getting out of upstairs with our lives. We had $9,000 insurance in four companies; they refuse settlement because of iron safe clause.

The bank has totals of invoice, also a check record of all our business. In this way we can prove our loss was nearly twice our insurance. We have procured duplicates of our bills bought last year also.

J. C. L.

As I said, practically every—in fact I suppose literally every—insurance policy on stock and fixtures contains the iron safe clause. It is one of a trio of three familiar clauses which now appear in all insurance policies. The first requires the insured to keep a complete set of books. The second requires him to take an inventory, at least once a year, and the third is the iron safe clause, which requires the keeping of the books, at night when the store is closed, in an iron safe. These three provisions are usually in some such form as this:—

> It is a part of the conditions of this policy that the insured shall keep a set of books showing a complete record of business transacted, including all purchases and sales, both for cash and credit and take an itemized inventory of stock on hand at least once every year; and it is further agreed that insured will keep such books and inventory securely locked in a fireproof safe at night and at all times when the store mentioned in this policy is not actually open for business. It is further agreed that in event of loss, insured will produce said books and inventory. Failure to comply with these conditions shall render this policy null and void and no suit or action at law shall be maintained thereunder for any loss.

The importance of the above correspondent's question can now be seen.

The iron safe provision has been upheld in almost every State, and there is now no question as to its validity. I have reason to believe that thousands of merchants—not always the smallest ones, either—ignore this provision entirely. If they do, and fire results, and by reason of the fire they cannot produce their books and inventory, or any good substitute for them, they will lose their insurance without a doubt. The policy is only void, however, when failure to keep the books in the iron safe *results in inability to produce the books after a fire.* If the books and inventory are rescued, the policy stands, even though they were not kept in the safe. The theory of this clause is perfectly sound. It is that the books and the inventory are the best evidence of what goods were on hand at the time of the fire. And a merchant who carelessly sacrifices that evidence will not be permitted to guess at what he had on hand.

The iron safe clause is in force only when the store is closed for business. As long as it is open, no matter what hour it is, the books need not go in the safe.

I find from an examination of the cases that there is a tendency on the parts of the courts to prevent insurance companies from being too technical about the iron safe clause. In other words, from laying any traps for their customers. The courts realize the need of the very best possible evidence of what properly has been destroyed by a fire. And they will not shield the business man who carelessly loses that—where the loss is vital. But there is quite a number of cases which hold that where the failure to keep the books in a safe did not prejudice the insurance company, in other words, did not make it liable to have to pay too much damage, the policy will be allowed to stand. For instance, in one case, a merchant had kept regular books taken inventory as he was requ to do, but a fire struck him night when some of his books out of the safe, and the latter destroyed. The insurance com pleaded the iron safe clause an fused to pay, although everyt bearing on the fire which the books had contained could be plied from other records. court refused to invalidate the icy for such a reason, ruling tha loss of the books was not vital there were duplicate records they contained.

Another case bore conside similarity to the correspondent' store which was covered by a containing the iron safe clause closed one night, but the propr stayed behind to take an inver The books were accidentally le and destroyed by a fire whic curred while the proprietor actually working there, and th surance company refused to Here, too, the merchant could nish from other records all tha destroyed books would have sh

The court said it must pay



Penny-Pricing Made Easy By the Shuman System

STEADILY advancing costs on everything you buy *force* you to raise your prices. By pricing your goods, in penny figures. 7c, 9c, 11c, 24c, 29c, 46c, etc., you get the reputation of giving bargains and at the same time protect yourself against the advance in your costs.

The Shuman System of Shelf-pricing Solves This Problem BEAUTIFULLY

It enables you to change prices day by day by shifting the price clips from shelf to shelf, or by pasting new printed stickers on the clips. You can make any price up to 99c from our combination of 20 stickers. The Shuman System consists of galvanized steel clamps that spring onto the edge of shelf, box, basket or crate—and printed gummed stickers that you paste on the face of the clamps.

Try One Set—to Start With

It consists of 50 metal clamps and 1110 gummed price labels. Price of the set $3.25. Extra clamps $2.50 per 100. Extra gummed labels 10c for 50 of a kind.

Order through your jobber or if he does not yet carry them, we will ship to you by parcel post prepaid, on receipt of price.

The Frank G. Shuman Company
Room 904 168 N. Michigan Ave., Chicago, Ill.

e the destruction of the books not deprive the company of any rmation about the goods on d at the fire: all this was forthing from duplicate invoices.

s I understand the correspondcase, the store was closed for ness, and some of the books e out of the safe, and were deyed by the fire. The occupants he floor above barely escaped their lives. If the goods on d at the time of the fire can be vn by other records, and if all information which the books ld have given can be supplied ome other way, I believe that court will probably rule that the *ect* of the iron safe clause, i. e., supplying of complete informaregarding goods on hand, has n fulfilled, and the policy will not invalidated. But I apprehend t it will be a close call.

(Copyright, December, 1916, by Elton J. Buckley.)

—

Question: Garnishee, Medina, Y.—1—Can the salary of an emyee in our post office be garnish-?

:—There seems to be some diseement as to whether an account be "proven" in court if same been kept on the small slips now common use, such as is used in McCaskey register. A lawyer h whom I talked contended that ording to the laws of New York ite only the old time set of books uld be accepted. It seems to me t if such is the case the laws ould be changed so as to entirely viate any difficulty which might se in the use of the modern sysns of handling accounts.

Answer.—1—No, if the employee a Government employee.

2—An account can be proven in y way that amounts to legal evince. A witness can use any kind a memorandum, made at or about time of the transaction, to resh his memory. This is a differ- thing than bringing suit on a ok account. If you do that you ist have your book account in gal form; that is in the form of a ok of original entry. Loose slips, wever, will sometimes be accepted a book of original entry if they ntain all details of the transacon.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

No Advance in Prices



When Your Customer Orders "Tea," She Means

LIPTON'S TEA

Extensive and persistent advertising has taught women everywhere that **"tea—that's** only half a word—the other half is **LIPTON'S."** This message meets their eyes on every side—in their favorite magazines, in street cars, on billboards, in newspapers they see our advertising. Not only by advertising, but also by the recommendation of satisfied users has **Lipton's Tea** become the most widely known and therefore the easiest tea to sell.

You're always safe in filling orders with **Lipton's Tea,** because the airtight, sealed package preserves its aroma and strength, and you can depend on its flavor giving satisfaction. You can also please any class of trade with **Lipton's Tea** because we pack ten different blends. Let customers choose between Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong, or Green Tea.

Good profit for you and a convenient package to handle; a well-known article that sells steadily and pleases all classes of customers—that's the story of **Lipton's Tea** in a few words.

Thomas J. Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

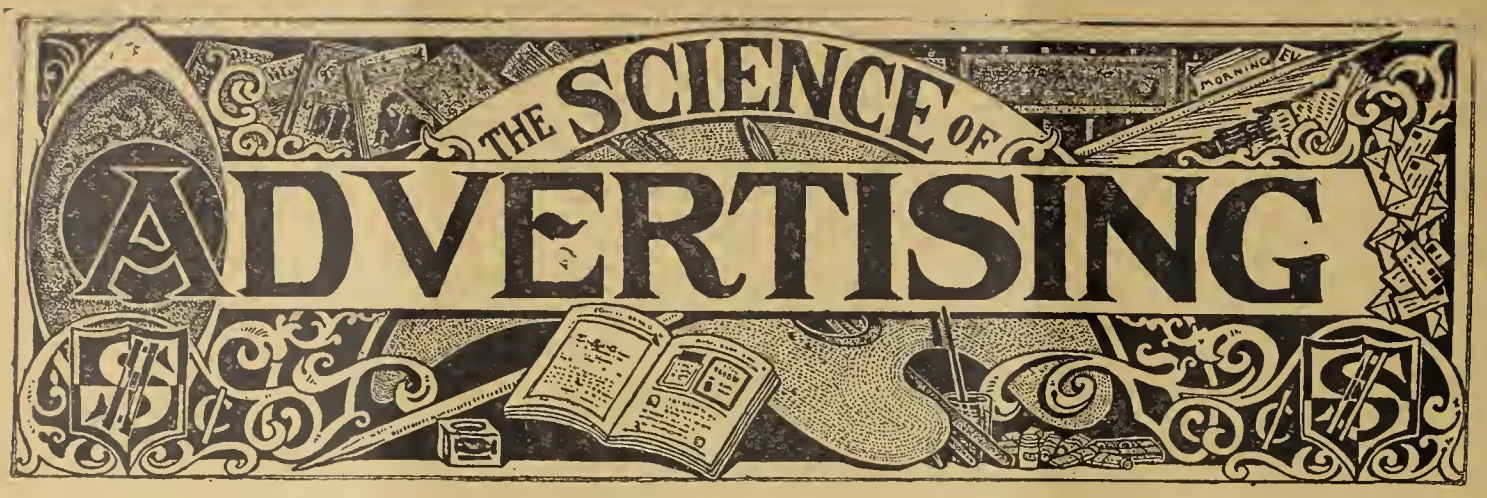
LONDON INDIA CEYLON CHICAGO TORONTO



SAY TO CUSTOMERS

"We sell LIPTON'S TEA to all our customers, because there's a LIPTON TEA for every taste. Try it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



I have from F. N. Althouse, a Philadelphia grocer with three stores, an advertising card which he used, I suppose at all his stores, late in October. The card was well printed on manila card, and measured 7 x 11 inches. Here is the reduced reproduction:—

COFEEE SPECIALS

Best 35c Blend Coffee	30c
30c Breakfast Blend Coffee	25c
28c Special Blend Coffee	23c
25c Windsor Blend Coffee	20c
20c Cascoe Blend Coffee	17c
17c Good Drinking Coffee	15c
Large Package Postum Cereal	22c
25c package Kneipp's Malt Coffee	20c

TEA SPECIALS

60c best Formosa Tea	45c lb
15c best Formosa Tea	¼ lb 12c
50c Special Blend Tea	40c lb
13c " " "	¼ lb 10c
40c best Oolong Tea	29c lb
10c best Oolong Tea	¼ lb 8c
60c Old Country Assam Tea	45c lb
50c Old Country Assam Tea	40c lb
Old Country Assam Tea	¼ lb 10-12c

A Few Hints for Hallowe'en

New English Walnuts	25c lb	Bananas	15-18c doz.
New Almonds	25-28c lb	Apples	10c ¼ pk up
Best new Mixed Nuts	22c lb	Sugar Coated Popcorn	14c lb
Best Hazel Nuts	22c lb	Best Sweet Oranges	35c doz
Best Brazil Nuts	22c lb	Basket of Grapes	18c

Just received Golden Russet Sweet Cidar BEST MADE **25c gal**

Hershey's Cocoa	15c can	10c box or bot. Shoe Polish	7c
Baker's Cocoanut, in cans	10c	Waldorf Toilet Paper	6c roll
15c bot. Pickles or Relish	10c	Good Toilet Paper	3 rolls for 10c
Loose Salad Oil	only 28c qt	Good Brooms	25c each
New National Oatmeal (the best)	8c	3-in-1 Oil	10 and 50c bot.
" Mother's or Quaker Oats	8c	Furniture Polish	25-50c
" Corn Meal	3 for 10c	15c Peterman's Discovery (for bugs)	10c
" pkg. Seeded Raisins	10c	10c can Peterman's Roach Food	8c
" " Currants	20c	Chloride of Lime	10c can
" " Apricots	20c	Lime for White Washing	6 lbs for 5c
" Codfish, a lb.	15c	15c can A-1 Polish	10c
" Clover Leaf Middle Cod., a lb	22c	Climax Stove Polish	10c box
" Shredded Fish	5¢ a box	White Clothes Line	1c yard

Best Country Sausage, a pound 25c
Best Country Scrapple, " 12c

Our Own Make Sour Crout and Pepper Sauce
Bucks Co. Potatoes from Ivyland

CIRCULAR GOOD TO NOV. 4, 1916

F. N. ALTHOUSE, FAMILY GROCER

S. E. Cor. 27th & Oakdale Sts. S. E. Cor. 26th & Parrish Sts.
N. W. Cor. 28th and Jefferson Sts.

Bell Phone, { Diamond 650 / Poplar 3160 — Orders Called for and Delivered

This is one of the best printed advertisements that have come in for a long time, but I don't consider it very good advertising. It is practically nothing more than a price-list. To be sure, some of the prices quoted are apparently cut prices, but all the same, they were probably not as effective as they would have been had they been accompanied by some persuasion. Of course I admit at once that no persuasion is required when you offer Quaker Oats at 8 cents. The simple offer ought to get orders and doubtless does—always. But everything is not as well known as Quaker Oats. A lot of the goods advertised on this card aren't well known at all, and therefore the price doesn't mean anywhere near as much. It ought to be supported by some talk about the goods.

* * *

If I had been writing this advertisement I should have grouped all the well known articles like Quaker Oats and Peterman's Roach Powder, and Kneipp's Malt Coffee, under one head like "Well Known Goods at Remarkably Low Prices." Everything else, such as "Good Drinking Coffee" and "15c. bottle Pickles," I should have had something to say about. "A Few Hints for Hallowe'en" I consider space thrown away. "Hints" that people eat nuts and apples around Hallowe'en are wholly superfluous. If you have any special nuts to sell, or nuts to sell at special prices, advertise them, but "A Few Hints for Hallowe'en," followed by some ordinary quotations of some ordinary goods, will not sell anything, in my judgment. A footnote like "Have you plenty of nuts for Hallowe'en?" is all right, just as a reminder, but further than that I don't believe it good policy to go—unless you have something special to say.

* * *

The more I see of advertising, and the more I observe of the results which come from advertising, the more I am convinced that simple price-list advertising doesn't pay, even though it is advertising of well known goods and gets a few orders. I should do very little of that if I were running a retail store. The kind of advertising that in my judgment pays best not only in the long run, but at the moment, is the advertising that gets people in the store wanting to buy the goods not alone because they are advertised at a cut price, but because of their quality and character, as revealed through the advertising.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

AMONG THE TRADE.

The old-established firm of John Bower Co., pork packers, has failed. Creditors aggregating about $23,000 filed a petition in bankruptcy during the week, and John Bower, a descendant of the original founder, was appointed receiv
Several years ago the firm was
portant and did a large busin
but of late years it has been gr
ually drying up. The busi
will probably be wound up now

—

James Bell, founder of the Ja
Bell Co., which conducts 225 g
cery stores with Philadelphia a
center, died in Atlantic City d
ing the week of nervous tro
and a complication of diseases.
commenced business twenty-
years ago with a store at Fifth
Somerset streets, Philadelphia,
has been very successful. He d
a very rich man.

—

At the annual meeting of
Association of Manufacturers' R
resentatives of Philadelphia, h
last week, the following offic
were elected: President, A.
Unger, sales agent of the Bee
Nut Packing Co.; secretary, H.
Moore; treasurer, M. L. Root.
rangements were completed at
meeting for the eighth annual b
quet, to be held in the rose gar
of the Bellevue-Stratford Dec
ber 7th. At this banquet
wholesale grocers of New Jers
Delaware and Eastern Pennsylva
will be guests.

Jewel Tea Co., Tea and Cof Peddlers, Can't Tie Up Solicitor Which it Fired.

Some Interesting Law Brought Out a Controversy Between the Je Co. and its Tamaqua, Pa., Solici Tie-up Contract Doesn't Hold W a Salesman is Fired.

The Jewel Tea Co., the big
and coffee route concern, being
largest concern of that class in
United States, recently got i
trouble with one of its solicitors
Tamaqua, Pa., and some intere
ing law resulted.

The Jewel concern employed
solicitor named Gould in the b
ough of Tamaqua, and when it e
ployed him it made him sign t
following contract:—

The salesman agrees that
during his employment with
the company, or after leaving
its service, he will not divulge
to any person or persons, not
connected with the company,
any of its business methods,
forms or names and addresses
of customers; and the salesman
further covenants and agrees
that he will not at any time

hile in the employ of the com-
ıny, nor within a period of
ıe year after leaving its serv-
e, with or without cause,
ther:—

(1) For himself, or any per-
ın firm or corporation, di-
ctly or indirectly, engage in
ıe business of selling teas,
offees, baking powder, spices,
tracts or other like merchan-
se handled by the company
ıring his period of employ-
ent in any of the territories or
elivery routes which shall
ave been assigned or intrusted
) him by the company; or

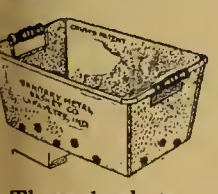
(2) For himself, or any
ther person, firm or corpora-
on, directly or indirectly,
olicit or take orders for or sell
r deliver any such merchan-
ise in such territories or deliv-
y routes; or

(3) In any way, directly or
ndirectly, solicit, divert, take
way or interfere with, or at-
empt to solicit, divert, take
way or interfere with, any of
ıe custom trade, business or
atronage of the company in
uch territories or delivery
outes.

It is mutually understod and
greed by the parties hereto
hat the provisions of this ninth
aragraph are the very essence
f this contract, and that the
ompany employs the salesman
pon the express condition that
ıe agrees to each of the provi-
ions thereof.

Gould got mixed up in his ac-
nts and the Jewel Company fired
ı. He at once went into a rival
siness, and the Jewel Company
ed the court for an injunction
ainst him for violating the above
ntract.

The court refused to do it, be-
ıse the contract was in force only
en the solicitor left the service
the Jewel Company. Being fired,
court held, was not leaving the
vice in the meaning of the con-
ct.



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvan-
ed iron, reinforced and strengthened
o as to last a long time. Being per-
orated, they are self-cleaning, also
seless to the housewife enabling you
o sell your wooden boxes.

**Sanitary Galvanized Iron Metal Bas-
ets** are *economical* because they save
pace; *durable*, will outlast three of
he old kind; *modern*, brings delivery
ystem up to date; *cleanly*, no place
or dirt to stay.

**Price, $4 to $6 per dozen on baskets hold-
ng from one to four pecks. Order to-day**

Sanitary Metal Basket Co., Lafayette, Ind.



Your Customers Know Franklin Carton Sugar As Soon As They See It

FRANKLIN CARTON SUGAR is a neat, clean, attractive package that looks well on your shelf, and once seen by customers is sure to be remembered. They remember the cleanliness, the sparkling purity of the sugar, and insist on having the CARTON that *keeps* it clean and pure.

Sugar is probably the most sensitive article sold in a grocery store and should be protected from dust and dirt. Scientists tell us that it breeds germs with dangerous rapidity, when once exposed. Women may not examine sugar to see if it has germs in it and they may be content to use sugar which needs no examination to show that it is dusty; BUT, as soon as they see FRANKLIN CARTON SUGAR they KNOW it is better, purer, finer, cleaner sugar than they have ever had before. If you are the proprietor of a *pure food store* you can tell your customers about FRANKLIN CARTON SUGAR in a way that will increase their respect for your desire to serve them with the purest and cleanest foods which can be obtained. (See foot note at the bottom of this advertisement, "What to tell customers.")

You can buy FRANKLIN CARTON SUGARS in the original CONTAINERS of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING COMPANY

PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY INTEGRITY OUR WORD

WHAT TO TELL CUSTOMERS

"This is a PURE FOOD store. We believe in selling only the best, purest, CLEANEST goods, because the best is none too good for our customers. We sell FRANKLIN CARTON SUGAR because it is the *cleanest* and *purest* sugar obtainable."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins. McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.

"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS.
415 Curtin St., South Williamsport, Pa.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed Puddine, 10-cent packages, at 6 cents per package.

60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent cakes, at 3 cents per cake.

25 cakes Enoch Morgan's Sapolio, 5-cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5-cent cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster, Pa.

Offer No. 148.

Have on hand an Enterprise Counter Coffee Mill, two 19-inch drive wheels; have no use for it, am using electric mill. Also some Wm. Wrigley's Scouring Soap. Make offer.

SNADER & CO.,
Adamstown, Pa.

Offer No. 149.

10 cases Cruiser Brand No. 3 California White Cherries, at $2.

15 cases No. 2 California Apricots, Sweet Briar Brand, 75 cents doz.

WITMAN BROS.,
Harrisburg, Pa.

Offer No. 151.

Five dozen Ladies White Fine Ribbed White Fleeced Pants, size 36, Setsnug brand (6¾ lbs. to dozen on size 36), at $4 a dozen, f. o. b. Palmyra, Pa.

THEO. E. LERCH,
Palmyra, Pa.

Offer No. 152.

We have 16 pounds Tetley's Tea, which we will sell for 30 cents per lb.

Three Toledo Scales, Butchers' Ice Box, Meat Table, etc. Will sell cheap.

C. R. LEE,
212 Penna. Ave., Meadville, Pa.

Offer No. 153.

For sale. A lot of about 2,398 pieces of blue and white lined enamelware, known as the Ideal Agateware, and manufactured by the Cleveland Stamping and Enameling Co., and graded as first class. Will be very glad to mail a list to anyone interested in purchasing same. As the cost has advanced considerably, we will name an interesting price for a quick sale.

C. F. BONSOR & CO., INC.,
Philadelphia, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

BUSINESS OPPORTUNITIES

EXCELLENT OPPORTUNITY ON ISLE OF PINES.—Department store, sales last year over $80,000; stock inventories about $18,000; sell reasonable terms. Address C. S. Alden, Santa Fe, Isle of Pines, W. I. 23

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

FOR SALE OR RENT

STORES.

FOR SALE.—General store, two-story brick building, 75 x 100 feet; six ideal display windows, warehouse adjoining; stock $45,000, groceries, furniture, carpets, wall paper, dry goods, ready-to-wear, etc.; established for thirty-five years. Will sell at a reasonable price, cash and terms to suit. Ill health and advanced age reason for wanting to sell. Fine location, big country following. Address A. D. Lydic, Mahaffey, Clearfield County, Pa. 25

FOR SALE.—Wishing to retire from the retail grocery business, I offer for sale my two stores, located at 1901 Orthodox street, Frankford, Philadelphia, and Jasper and Tioga streets, Philadelphia. Stores doing from $375 to $500 cash business weekly. Excellent chance for a live one. Apply A. Ivison, Jasper and Tioga Sts., Philadelphia. 23

FOR SALE OR FOR RENT.—Large store and cellar, 20 x 40, on a main street; good location for a cut price grocer. At present doing about $800 a week, but could easily be increased, as present owner cannot devote entire time to it. Address S. T., care Grocery World Publication Co., 927 Arch St., Philadelphia. 23

MISCELLANEOUS

FOR SALE.—Top truck body, with panel sides, two doors in back, with big oval glass in each door; first-class condition; fits any Ford chassis; very cheap if sold at once. Apply O. H. Heffner, Fleetwood, Pa. 23

Make this a Electrica Christma

It is easy to find ar acceptable Electric Gif to suit every taste and every pocket book.

Add some of these to your Christmas List— any one will be a lasting reminder of your thoughtful regard.

Electric Toaster Electric Chafing
Electric Percolator Electric Irons
Electric Table Lamp Electric Heating

Come and see these appliances in our display room—a visi entails no obligation to buy

THE PHILADELPHI ELECTRIC COMPANY
TENTH AND CHESTNUT STS



Can We Make You Window Display?

¶ Posters, painted walls, painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O**, the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO
Hancock and Columbia Ave., Philadelphia, P

This Space Reserved

for

C. Wilkinson's Sons

Admitting for a moment that some nationally advertised goods don't pay sufficient profit, which is the harder job :—to make them pay a profit, or to sell (in any considerable quantity) unknown brands?

It seems to us we would always rather work with the demand than against it. Think that over.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
Aunt Jemima Mills Co., "Aunt Jemima Pancake Flour" and "Aunt Jemima Buckwheat Flour"

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, DECEMBER 4, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	7
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	21
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Canned Goods
Paper, No. 2 Manilla and Silk Fib
Eggs
Beans
Mackerel
Smoked Fish
Horseradish
Sal Soda
Rope, Tie Yarn, etc

DECLINES.

Eastern Canned Fruits
Flour
Dressed Poultry, Turkeys

—1—

SUGAR.

	Barrels.
Cut Loaf	8.80
Eagle Tablets	9.65
Crystal Dominoes, 24 5-lb. pkgs	10.65
" 60 2-lb. pkgs	10.65
Patent Cubes	8.15
Confectioners' Lozenge	7.80
Powdered	7.75
Fruit Powdered	7.65
Dessert and Table, 2-lb. cartons, 48 lbs.	7.95
Granulated, fine or standard, McCahan	7.70
" " Franklin	7.70
" extra fine, bbls	7.65
" " 2-lb. bags	8.05
" " 5-lb. bags	8.05
" " 10-lb. bags	7.95
" " 25-lb. bags	7.95
" " 100-lb. bags	7.65
" coarse	7.80
Confectioners' Crystal A	7.65
A Confectioners'	7.55
A No. 1	7.50
A No. 2	7.45
Franklin B	7.30
Extra C	7.05
	6.90

TEA.

	Per lb.
Formosa—	
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.38
Firsts, ¼ chests	.31
Extra seconds, ¼ chests	.25 -.26
Seconds, new, ¼ chests	.21
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May picklngs, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.31
No. 1, extra quality, 20-lb. boxes	.34

Tetley's, 1, ½ and ¼-lb. tins, ln 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 10c. 2-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins per doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins per tin 1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin 2.70

—2—

Llpton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mlxed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz per bbl.	12.25

Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ¼ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans ree	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	.70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23
Mocha Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prlme	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20¼
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.17½
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.15¾
Rlo, prime	.14¼

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (f. o. b. N. Y.)	18.50	18.60
Seven Day (f. o. b. N. Y.)	15.50	15.60

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	.....
Tomson-Hummels, tin, ½ gross per gross	2.60
" imp., ½ gross "	2.15
Floto's, improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 3 doz	2.60
" No. 3, 3 doz	4.10
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl per bbl.	3.50
Admlral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" tbird, "	
" dairy, extra, bakers' use, 30-60 lbs	
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searcblight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box per box	

JARS AND JAR RUBBERS

Mason's—	P
Half gallons	
Quarts	
Pints	
"Good Luck" Rings—	I
Case lots of 12 gross	
Less case lots	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightnlng, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	P
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz per doz.	

CATSUP.

Snlder's—	I
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tabasco, ½ pint, 2 doz	

KETCHUP.

Curtlce's "Blue Label," Tomato—	I
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

eans—
's .....
I., No. 2 .....
bell's, 16 oz., tomato sauce or Boston
.....per case
's, No. 2 .....
amp's, No. 2 ..... 1.45
hank's, No. 2 .....
s, No. 2 ..... 1.60
Head, No. 3 ..... 1.75
y, No. 1 .....
es—
ard, New Jersey, No. 3 ..... 1.60
Maryland, No. 2 ..... 1.10
" No. 3 ..... 1.45
eans—
ard, New Jersey, No. 2 ..... 1.35
Maryland, No. 2 ..... 1.35
, small, No. 2 ..... 1.85
eans—
ard, New York, No. 2 ..... 1.30
fancy, New York. No. 2 ..... 2.20
, New York, No. 2 ..... 1.70
ard, Maryland, No. 2 ..... .80
lney Beans—
ard, New York, No. 2 ..... 1.10
Maryland, No. 2 ..... 1.00
Illinois, No. 2 ..... 1.10

ard, New York, No. 2 ..... 1.30
, New York, No. 2 ..... 1.35
ard, Maryland, No. 2 ..... 1.30
Maine, No. 2 ..... 1.35
, Maine, No. 2 ..... 1.65
Peg, No. 2 ..... 1.40
e grain, No. 2 .....

ard, New York, No. 2 ..... 1.25
, New York, No. 2 ..... 1.60
sifted, New York, No. 2 ..... 2.20
ard, Southern, No. 2 ..... 1.10
, Southern, No. 2 ..... 1.20
sifted, Southern, No. 2 ..... 1.60
ard, Indiana, No. 2 ..... 1.10
, Indiana, No. 2 ..... 1.20
sifted, Indiana, No. 2 ..... 1.50
ard, Wisconsin, No. 2 ..... 1.30
, Wisconsin, No. 2 ..... 1.60
sifted, Wisconsin, No. 2 ..... 2.20

ard, New York, No. 2 .....
" No. 3 ..... 1.30
New Jersey, No. 2 .....
" No. 3 ..... 1.25
sh—
ard, New York, No. 2 ..... 1.25
, New York, No. 2 ..... 1.40
ard, Maryland, No. 2 ..... 1.25
, Michigan, No. 2 ..... 1.40
ms—
, No. 2½ 2.60
im, No. 2½ 2.40
, No. 2½ 2.80
No. 1 ..... 2.45
ns—
ard, New York, No. 3 ..... 1.25
New Jersey, No. 3 ..... 1.15
—
ard, Maryland, No. 3 ..... 1.50
out—
ard, New York, No. 3 ..... 1.55
Maryland, No. 3 ..... 1.50

California Canned Fruit.

s—
, No. 3 ..... 2.95
No. 2½ 2.35
Standard, No. 2½ 2.10
ard, No. 2½ 1.95
Pears—
, No. 3 ..... 3.25
No. 2½ 2.70
Standard, No. 2½ 2.50
lard, No. 2½ 2.35
Cherries—
, No. 3 ..... 3.75
No. 2½ 3.35
Standard, No. 2½ 2.95
lard, No. 2½ 2.60
s, Lemon Cling, Sliced—
, No. 3 ..... 3.15
No. 2½ 2.35
Standard, No. 2½ 1.95
lard, No. 2½ 1.75
s, Lemon Cling—
, No. 3 ..... 3.15
No. 2½ 2.35
Standard, No. 2½ 1.95
lard, No. 2½ 1.75
s, Yellow Crawford—
, No. 3 ..... 3.00
No. 2½ 2.20
Standard, No. 2½ 1.90
lard, No. 2½ 1.60

Eastern Canned Fruits.

—
York State, No. 3 ..... 1.10
" " No. 10 ..... 2.75
rries—
rup, No. 2 ..... 1.55
ater, No. 2 .....
s—
e Wax, light syrup, No. 2 ..... 1.40
" heavy syrup, No. 2 ..... 1.50
s—
e, No. 3 ..... 1.45
ids, No. 3 ..... 1.25
No. 3 ..... .95
ett, Extra Standard, No. 2½ 2.20
r, syrup, No. 3 ..... 1.45
water, No. 3 ..... 1.00
—
ry syrup, No. 2½ 1.35
t syrup, No. 2½ 1.20
rries—
e, in water, No. 2 ..... 1.50

—6—

Strawberries—
Extra preserved, No. 2 ..... 2.00
Preserved, No. 2 ..... 1.75
In water, No. 2 ..... 1.40
Pineapples—
Hawaiian, Extra, No. 2½ 2.35
" Standard, No. 2½ 2.10
" Extra, No. 2 ..... 1.65
" Standard No. 2 ..... 1.50

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.45
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 3, 2 doz	1.75
Gold Label, No. 1, 4 doz	.....
Lobster—	
B. & M., No. 1, flat, 2 doz	6.50
" No. ½, flat, 4 doz	3.25
Star, No. ¼, flat, 4 doz	1.75
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.60
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	.....
Oysters—	
Boyer's, No. 1, 2 doz	.95
" No. 2, 2 doz	.....
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconochie's, plain	2.40
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15.00
" Cod, 1-lb. round tins, 100s	.....
" " bigh oval tins, 100s	.....
Salmon—	
Hapgood's, No. 1, tall	2.35
" No. 1, flat	2.40
Fancy Sockeye, No. 1, flat	2.75
" No. 1, tall	2.45
" No. ½, flat	1.80
Alaska, red, tall	1.95
" medium red, tall	1.65
" pink, No. 1, tall	1.25
Shrimps, No. 1, wet	1.15

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	15.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	26.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	.....
" " ½s, 100	20.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	18.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	17.00
Sea Pearl, ¼s, olive oil, 100	15.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

—7—

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.75
No. 2, 1 doz	5.15
Hash, No. ½, 2 doz	1.30
" No. 1, 2 doz	2.20
" No. 2, 1 or 2 doz	4.15
" No. 6, ½ or 1 doz	13 90
Libby's—	
Compressed, No. 1, key, 2 doz	2.37½
" No. 2, key, 1 doz	4.45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.65
" No. 1, 2 doz	2.95
Veribest, tins, small, 2 doz	1.80
" " large, 1 doz	3 35

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.20
" No. 2, 1 doz	4.15

Sliced Beef.

Armour's—	
Glass, small	1.85
" large	3.35

Loaf Goods.

Armour's—	
Beef, No. ¾	1.65
Chicken, No. ¾	.....
Ham, No. ¾	1.65
Veal, No. ¾	1.65

Roast Beef.

Armour's—	
No. 1, 2 doz	2.75
No. 2, 2 doz	5.15
Libby's—	
No. 1, 2 doz	2.37½
No. 2, 1 doz	4.45
Kingan's—	
No. 1, 2 doz	2.75
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.50
" No. 1, 2 doz	4.15
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	7.75
" No. 1½, 1 doz	10.15
" No. 2, 1 doz	13.20
" No. 2½, 1 doz	16.25
" No. 3, 1 doz	19.25
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

Tbe Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	1.00
Armour's, Helmet brand—	
No. ¼, 4 doz	.50
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.55
Tongue, No. ¼, 2 doz	1.55
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Devilled—	No. 5 oz.	No. 10 oz.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanua French Truffled Sandwicb Paste, 100s 27.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	.....
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	.....
" No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	.....
" No. 1	.....
Turkey, No. ½	.....
" No. 1	.....
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.45	1.95	1.10
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00

Armour's—	Per doz
All klnds, No. 1, 4 oz	1.00

Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Cousomme, Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato ..... .90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Cbocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capltol, sweet, ⅛s, 6 lb.....per lb.	.21
American Milk, 5c. pkgs., 24 to box	.85
" 10c, pkgs., 12 to box	.85
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅙-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ¼s, 12 lbs	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs	.21
Vanilla Chocolate, ⅛s, 6 lbs	.27
Hershey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ⅛-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Cbocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almoud Milk Chocolate, 48 5c. pkgs. in box .....per box	1.6

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—	Per can.	Per doz.
12 lbs. in box.		
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—	Per lb.
6-lb. boxes, 24 boxes in case.	
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houteu's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	5.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	5.25
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.97	¼ lb	.75
½ "	1.16	½ "	.94
1 "	1.55	1 "	1.26
2 "	2.07	2 "	1.68
3 "	2.45	3 "	1.98
4 "	3.03	4 "	2.46
5 "	3.48	5 "	2.83
6 "	4.26	6 "	3.46
7 "	4.65	7 "	3.77
8 "	4.97	8 "	4.04
10 "	5.61	10 "	4.56
11 "	6.39	11 "	5.19
12 "	6.58	12 "	5.34
14 "	8.32	14 "	6.76
16 "	8.90	16 "	7.23
20 "	9.99	20 "	8.12
25 "	11.03	25 "	8.96
30 "	11.80	30 "	9.58
35 "	13.68	35 "	11.11

Manilla—	
All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	1.25
20x30, "	.....
24x36, "	.....

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.25

Toilet—	Per case
Extra quality, 100 rolls	4.75
Good quality, 100 rolls	3.85

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.93	.78
½ "	10M	1 12	.93
1 "	8M	1 50	1 25
2 "	6M	2.00	1.67
3 "	5M	2.37	1.98
4 "	4M	2.94	2.45
5 "	3M	3.38	2.81
6 "	3M	4.13	3 44
8 "	2M	4.82	4.01
10 "	2M	5.46	4.54
12 "	2M	6.39	5.32
14 "	1M	8.08	6.73
16 "	1M	8.64	7.20
20 "	1M	9.71	8.09
25 "	1M	10.74	8.93

Flour Sacks, satchel bottom—	Majestic Extra Heavy	Plain
		per 100
12½ lbs., ⅛ bbl		.68
24½ lbs., ¼ bbl		1.40
49 lbs., ½ bbl		2.18

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No. 2, Manilla, llght weight—	Per lb.
12 in. rolls	.06¾
15 "	.06¾
18 "	.06¾
20 "	.06¾
24 "	.06¾

Silk Fibre, No. 1—	
9 in. rolls	.07¾
12 "	.07¾
15 "	.07¾
18 "	.07¾
20 "	.07¾
24 "	.07¾
30 "	.07¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	7.35
" 2 doz	3.70
Challenge, 4 doz	5.40
Magnolia, 4 doz	6.05
Dime, 4 doz	4.55
Baby, 1 doz., glass	2.25
Peninsular, 4 doz.	5.50
Star, 4 doz	6.05

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.50
" " small, 6 doz	3.40
" " family size	4.05
Silver Cow, small, 6 doz	3.40
St. Charles, small, 6 doz.	3.40
" tall	4.50
" confectioners' size	4.25
Pearl, tall	4.50
" small, 6 doz	3.40

HIRES CONDENSED MILK



	Per case
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.12
Graham Wafers	.13
Grandma Cookies	.12
Honey Jumbles, XX	.14
Iced Honey Jumbles	.15
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.14
Spiced Wafers	.12
Sugar Cookies	.12
Water Crackers	.09

	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18

Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.11	.11½
Oyster Crackers	.11	.11½
Wine Scroll	.13	.13½
Cracker Dust	.11	.11

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	.....
" large, 1 doz	"	2.00
" " with horseradish	"	.....

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Wein Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls.	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		.....
" " loaf,	less	.....
Sap Sago, 3 to lb	cask, per lb.	.....
" "	less than cask, "	.....
Roquefort	12 in case, "	.....
"	less than case, "	.....
Parmesan, about 30 lbs	loaf, "	.....
"	less than loaf, "	.....
Edam, 12 in case	case	.....
"	single	.....
" in tin	per lb.	.....
" 1-lb. tins	per case	.....
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	.....
" " medium,	"	.....
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		.....
Edelweis, Romatour and Bier-Kase	per doz.	.....
American Swiss, No. 1	loaf	.....
" No. 1	less than loaf	.....
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.19
" No. 1	less than ½ box	.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.....
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.co
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	.....
Weiner Wurstel, 16 in tin	per doz.	.....
" 8 in tin	"	.....
Imported Cervelat Sausage, Rolff's	per lb.	.....
Imported Frankfurters	per doz.	.....
Goose Breast, imported, marked weight,	per lb.	.....
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	.....
" Diamond S	.29	.....
" G. A. P	.....	.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.22
Smoked Braunschweiger Liver Sausage	"	.21
Lachs Ham	"	.46
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	" .....
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots	per keg 1.35
Milkers, Y. M	" 1.50
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	12.75
Milkers, " bbls	.....
" " ½ bbls	.....

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Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb.
Matjes Herring	piece

Bismarck Herring.

Round tins, with key, pint	per doz.
" " quart	per tin
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand	per keg
" 5-lb. pails	per pail
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per keg
Russian, in glass jars	per doz.

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per doz.
Original package	per ½ bbl.
Repacked, 5-lb. pails	per pail
" 10-lb. pails	"
" 5-gal. kegs	per keg
" ½-lb. flat tins	per doz.
" ½-lb tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anker
Repacked, kegs, about 8 lbs	per keg
" pint jars	per doz.
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per doz.
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl.
15-gal. kegs, about 500	per keg
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long C

60-gal. casks	per cask
48-gal. bbls	per bbl.
10-gal. kegs	per keg.
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vineg

Mixed Pickles and Chow-Chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs.	per bag
Green Kern	per lb.
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz	per doz.
" Club, 2 doz	"
Red Edam	each
Philo Cream, 1 doz. 10c. size	per doz.
Elkhorn Pimento, 1 doz	"

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

Staple Paste, 5-lb. cans.....per lb.	.33
ies, in oil, 6 ring bottle.....per doz.	6.50
" 3 ring bottle..... ... "	3.25
Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
s in Maraschino, glass, 1 doz.. "	7.00
howder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
Powder, pints ..... "	3.75
4 oz ..... "	2 40
2 oz ..... "	1.50
Peas, extra fine .....per case	21.00
n's Irish Oatmeal—	
cans.....per doz.	3.75
cans.....per tin	.75
cans..... "	1.75
r & Palmer's Biscuit, packed 7 and 5 in a can—	Per lb.
Beurre.....	.33
er.....	.42
fast.....	.42
pper, ring, pints .....per doz.	1.25
" ½ plnts..... "	.60
one jars, 4 doz.....	1.75
re Marquett Mushrooms—	Per case
choice.....	42.00
e, 100 tins.....	39.00
l, 100 tins.....	36.00
—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
s, pickled, small size.....	.90
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
ized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
uice, Rose's..... "	5.00
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
anco-American Food Co.—	Per doz.
ns for invalids, all kinds, ½ pints, 4 doz.	1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—	
in, 100 cubes.....	1.70
50 cubes.....	.90
doz. tins, 12 cubes each	2.75
Clam Bouillon—	
. bottles, 1 doz.....	3.75
Tomato Bouillon—	Per doz.
bottles.....	6.00
t bottles	9.00
n jugs.....each	2.75
s Oxo Cubes—	Per doz.
, 10c. size.....	.85
s, 25c. size.....	2.00
, 100 cubes.. .....per 100	1.65
r's Beef, Clam and Cbicken Cubes—	
l boxes, 12 cubes, 1 doz.....	2.50
um boxes, 50 cubes .....per tin	.90
e boxes, 100 cubes..... "	1.70
r's Concentrated Bouillon—	
size 2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
16, ½ doz.....	25.00
r's Tomato Bouillon—	
es, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
y jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

r's Solid Extract of Beef—	Per doz.
size 2, 1 doz.....	4.45
4, 1 doz.....	8.20
8, 1 doz.....	15.90
16, ½ doz.....	29.75
r's Fluid Beef Extract—	
es, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
ta.....	10.25
Midas.....	10.50
Medal.....	10.50
urne.....	10.25
p.....	10.40
ry's Best.....	10.25
r Idem.....	8.65
of the West.....	8.85
im.....	8.75
r.....	9.70
eal.....	9.00
White.....	10.15
er's Best.....	9.70
n Imperial.....	10.00

Prepared Flours.

la Prepared Doughnut, Cake, Ginger-	
ead and Tea Biscuit Flour—	Per case
z. 14-oz.....	1.44
z. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

r's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.75
Jerry Buckwheat, 36 2s.....	3.00
Pancake, 36 2s	3.00
, 18 pkgs	2.00
Jemima Buckwheat, 36s.....	3.25
Pancake, 18s.....	1.65
Buckwheat Mixture, 30 10c. cartons.....	2.25
Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.08
New York State Marrows, new, bags about 2½ bushel	8.10
Pea, fancy, new, bags about 2½ bushel.....	7.55
Red Kidney, 60 lbs. to bushel	.....
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic. 1 bushel bags.....	.....
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.60
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.62½
" " table, 100 lbs.....	2.60
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.65
Grits, 100-lb. bags..... "	2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	4.20
No. 3, 100-lb. bags.....	4.20
Oatmeal—	
B, bbls.....per bbl.	6.82
B, 100 lbs.....per keg	3.55
Rolled Oats—	
Avena, 180 lbs.....per bbl.	6.45
" 90 lbs .....per keg	3.35
" 90 lbs.....per sack	3.13
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 10c. size, 36 pkgs .....per case	2.75

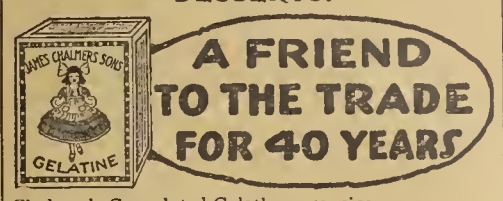
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs..... ...	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs.....	1.30
Drinket, 12 cans to case	2.20
Cream of Barley, 36 pkgs.	4.35
" 18 pkgs.	2.20
A. B. C. Pearl Barley, 18 pkgs.....	1.35
A. B. C. Barley Pancake Flour, 18 pkgs	1.35
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.75
" " no china. 20s.....	3.95
" tins, 36s	4.00
Quaker Oatmeal, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.75
" " no china, 20s.....	3.95
" " aluminum asst., 20s	4.80
Royal Seal, 36s.....	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.90
" yellow family, 10s	1.90
Quaker F. S. Hominy, pearl or gran., 24s	1.90
" " 10s	1.90
Mother's Hominy, pearl or gran., 24s.....	1.90
" Cornmeal, No. 2, white, round. 24s.....	1.90
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.90
Pettijohn's Breakfast Food, 18s.....	2.75
Quaker F. S. Farina, 24s.....	1.90
Saxon Wheat Food, 24s	3.35
Mother's Wheat Hearts, 18s.....	2.50
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	2.05
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30

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Sundries—	
Pettijohn's Bran Flour, 20s.....	4.75
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.90
Schumacker XXX Graham, 10 10s-20 5s..	4.95
Scotch Brand Pearl Barley, 24s.....	1.90
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freibofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz., 4 pts.....	1.55
Per gross.....	18.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz., 4 pts	1.20
5 gross lots, with 3 doz. free.....	70.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.14
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.....
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, 17 oz.....	1.40

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Freihofer's—	Per lb
Elbow Macaroni, 36 1s.....	.11
Straight Macaroni, 36 1s.....	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s.....	.11
Elbow Spaghetti, 36 1s.....	.11
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07¾
Elbows, 25 lbs.....	.07¾
Spaghetti, 25 1s.....	.07¾

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Sbore, No. 2	190-220	27.00	14.10	7.25	1.60
Ex. Sbore, No. 3	290-340	.....	.....	.....	.....
Ex. Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	29.00	15.10	7.75	1.70
Fat Irish, No. 3	350-400	29.00	15 10	7.75	1.70
Fat Irish, No. 4	400-500	28.00	14.60	7.50	1.65
Fat Irish, No. 5	500-600	28.00	14.60	7.50	1.65
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	150-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Shore, round, large.....	8.00	4.60	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	22.00	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.18
Boneless Herring, 10-lb. boxes .....per lb.	.15
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.
Halibut.....	-.18
Bass Native	-....
Salmon, fresh.....	-.15
Eastern Cod	-.14
Croakers	-.10
Large Hake	.06 -.09½
Haddock	-.09
White Cat Fish.....	-.15
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.....
Snappers	-.12
Eels	-.12
Rock Fish.....	-.15
Lobsters.....	-.45
Flounders	-.09
Large White Perch	-.15
Sea Bass	.08 -.16
Blue Fish.....	.18 -.20
Porgies.....	-.08
Fresh Mackerel.....	-.20
King Fish	-.09
Weak Fish	.08 -.12
Butter Fish.....	.07 -.12
Tile	-.09

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.....
Cases, 17 lbs..	.....
" 16 1-lb. cartons	.....
" 30 ½-lb. cartons	.....
10c. size.....per doz.	.....

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.....
" 25 lbs	.....
" 50 pkgs	.....
Apricots—	
Extra choice, 25 lbs	.15½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.13½
Phoenix, fancy, 25 lbs	.09
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.....
Currants—	
Knighthood, 40 pkgs	.18¾
Valca, 24 1s	.20
Victor, fancy, 36 1s	.19½
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.15
Unpitted, 36 pkgs.	.....
Fard, 60 lbs., bulk	.14½
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy braud, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10⅜
50–60	.09⅞
60–70	.....
California, 25-lb. boxes—	
30– 40	.11½
50– 60	.10¼
60– 70	.09¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	4.25
Connoisseur, 20 pkgs.	3.90
California Seedless—	Per lb.
Thompson, 50 lbs	.13¾
Sultana, fancy, 50 lbs.	.42¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09¾
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.14¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.95
Milleman's, No. 8 bottles, 2 doz	.....
Schramm's, large tumbler, 2 doz.	.82½
Sherbert glass, 2 doz	.55

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per doz.	7.00
Square, Oriental Red, 1 oz., 1 doz., per gross	3.75
" Green, Blue or Violet, 1 oz., per gross	3.75
" Magic Black, 1¼ oz., 1 doz., per gross	3.75
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.75
Letterine, show card ink, 2 oz., all colors, per doz.	.75

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.50
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Cbimneys, plain .....per doz.		.80	.90
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per lb
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross	5.70

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	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.14½
" 20 lbs	.14
" 40 lbs	.13½
Homemade Style, Moist—	
Kits, 14 lbs	.12¼
" 25 lbs	.11¼
" 50 lbs	.11
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.10
Tubs, 70, 35 and 18 lbs..	.10
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08½
35 and 18-lb. tubs	.09

Packages not returnable.

LIME.

	Per lb.
Chlorlde, Acme, slfting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, slfting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Ollves in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tius, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " plnt	2.90
" " half-plnt	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 40
½ " 2 tins	2 45
¼ " 4 tins	2.50
⅛ " 8 tins	2.70
1/16 " 16 tins	3.00
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	1.12½
48 5½-oz. bottles	1.10
Pint cans, 24 to case	2.35
Quart cans, 12 to case	4.40
Half-gallon, 12 to case	8.10
Gallon cans, 6 to case	15.70
5-gallon cans, 2 to case	12.75
Wesson Oil—	Per case
Small, 24 to case	5.40
Medium, 12 to case	5.40
Large, 6 to case	5.40
5 Gallons, 2 to case	12.25
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

Almonds, Californla, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	P
Jumbo	
Fancy, hand picked	
Big Nickel.....100 cartons	

PICKLES.

Cruikshank's Crubro Brand Bulk Pickle

Sweet—	
16-gal. keg, 210os	
10-gal. keg, 130os	
5-gal. pail, 650s	
16-gal. keg, 360os	
10-gal. keg, 220os	
5-gal. pail, 110os	
16-gal. keg, 500os	
10-gal. keg, 300os	
5-gal. pail, 150os	
16-gal. keg, 750os	
10-gal. keg, 450os	
5-gal. pail, 225os	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crnlkshank, distllled, white.....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" alr dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt.....per bbl.	
" family..... "	
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs.....per lb.	
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Shoulc Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	
Quaker City Brand Sliced Bacon	
" " Sliced Beef	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	P
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	P
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	
City Pure Lard—	
Tins, 50 lbs. net weight.....per lb.	
Tubs, net..... "	
No. 10 tins.....6 in crate	1
No. 5 tins.....12 in crate	1
No. 3 tins.....20 in crate	1
Compound—	I
Tierces and tubs, about 340 lbs	
60-lb. tubs	
10-lb. tin pails, 60 lbs	
5-lb. " 60 lbs	
3-lb. " 60 lbs	

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DRESSED MEATS.

	Per lb.	
ssed Stock—		
	.11	-.15
s	.10	-.13½
	.09	-.12½
alves	.14	-.16
Calves	....	-.18
rns and Barnyards	.11	-.14
y Dressed	.13	-.15
	....	-.17
	.14	-.15
Wetbers	....	-.16
	.17	-.18
Lambs	....	-.19
	....	-.14

BUTCHERS' SUNDRIES.

eer Tongues.....each	....	-.80
ngues	....	-.60
ads, scalded	.50	-.75
eads, veal.....per pair	.75	-.80
beef .....per lb.	.25	-.30
ers..... "	.25	-.30
dneys.....per doz.		1.25
vers		.10
.....per doz.		1.20
beef.....per lb.		.05
eef		16.00
oin, beef, western		.22
ork, loins, city		.18
" western		.18

DRESSED POULTRY.

	Per lb.	
s—		
g hens and toms	.25	-.30
oms	.25	-.30
ion to good	.25	-.30
—		
ilelphia, fresh killed, 2 to 4 lbs. pair	.32	-.34
by, fresh killed, 2 to 4 lbs. per	.32	-.34
n, 3 to 4 lbs. per pair	.32	-.34
g Chicks—		
lbs. each	.26	-.28
½ lbs. each	.22	-.25
killed, 4 to 5 lbs. eacb	.24	-.25
" 3 to 3½ lbs. each	.22	-.23
ks	....	-.18
land Ducks, fresh killed	.26	-.27
—	Per doz.	
e, fancy, large	5.75	-6.50
d	3.00	-4.00
l and dark	2.00	-3.00

LIVE POULTRY.

	Per lb.	
Chicks—		
2 lbs. eacb	.21	-.23
e	.21	-.23
	.21	-.22
ks	....	-.14
—		
ig	.16	-.17
	.15	-.16
s	.26	-.28

RESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
—	
r's, pure, assorted and grape	.95
" " currant	1.35
nmel's, 8-oz. tumblers	.95
onal, 16 oz., 2 doz	1.10
" No. 3 F. T. tin, 2 lb. 6 oz. net	2.35
ves—	Per lb.
r's, pure, 11½-oz. bottles	1.85
nmel's, pure, 12-oz. jars, 2 doz...per doz.	1.75
onal, 30-lb. pails	.10¾
hwark, 30-lb. pails	.07¾
.	
mmel's, pure, 10-oz. jars, 2 doz	1.50
hwark, assorted, jars, 2 doz	1.10
e Marmalade—	
ley's, imported, 4 doz	2.10
mmel's, pure, 2 doz	1.75
Butters—	Per doz.
le, Southwark, 30 lbs..... per lb.	.04¾
Ritter's, 11-oz. octagon	.95
Schimmel's, 30-lb. pails.....per lb.	.07½
" 3-lb. slip cover tins. 1 doz .....per doz.	3.25
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" 40-oz. stone crock, glass top, ½ doz...per doz	3.50
Mother Cook's, No. 14, 2 doz....doz.	.85
ch, 30-lb. pails.....per lb.	.....

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Oil	.45	.85	1.25
Oil	.40	.85	1.95
Nitre	.45	.85	1.95
Camphor	....	.85	1.95
Painters' Commercial	.45	.85	1.95
oric	....	.85	1.95
rin	....	.90	2.00
Squills	.45	.85	1.95
Rhubarb	.45	.85	1.95
Ipecac	.45	.85	1.95
igton Balsam	....	.75	1.95
n Tincture	.45	.85	1.95
ure Arnica	.45	.85	1.95
m de Malta	.45	.85	1.95
ian Drops	.75	.85	1.95
ey's Cordial	.75	.85	1.95
ntine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

.....per lb.		.13
r Color, W. & R.....per doz.		2.00

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Bluestone, bulk.....per lb.	.16
Copperas..... "	.04
Camphor, gum, 1-oz. blocks..... "	.85
" flakes, 250-lb. bbls..... "	.12
" " less quantity ..... "	.13
" Tar Balls, 250-lb. bbls ..... "	.12
" " less quantity ..... "	.13
Castoria, Fletcher's .....per doz.	2.80
" Pitcher's..... "	.80
Carbonate of Ammonia.....per lb.	.15
Epsom Salts, bbls..... "	.03
Glauber Salts..... "	.02½
Glue, ordinary..... "	11
" white ..... "	.20
Gum Arabic..... "	.50
Haarlem Oil .....per doz.	.40
Husband's Magnesia..... "	2.90
Jamaica Ginger, Hires', flasks ..... "	.90
Licorice, P. & S., 5c. stick, imported. "	.36
" M. & R., 5-lb. boxes.....per lb.	.23
" " lozenges, 5-lb. boxes "	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24
" root..... "	.12
Putty, 25-lb. cans.....per 100 lbs.	1.57½
" 50-lb. cans..... "	1.47½
Petroleum Jelly, screw top, 5c. size ...per doz.	.35
" " 10c. size ... "	.75
Paris Green, 100-lb. kegs.....per lb.	.34½
" ¼-lb. pkgs., 50 lbs ..... "	.39
" ½-lb. pkgs., 50 lbs ..... "	.38
" 1-lb. pkgs., 50 lbs ..... "	.37
Rosin ..... "	.04½
Roach Powder, BB, 4-oz. cans.....	2.00
" " 10c. size.....per doz.	.80
Roachsault, 10c. size ..... "	.80
Saltpetre, crystal, about 350-lb. bbls.....per lb.	.33
" granulated, about 100-lb. kegs "	.33
Sulphur, flour, 175-lb. bbls.....per 100 lbs.	2.60
" 100-lb. bags.....per lb.	.02¼
" less quantity..... "	.03
Venetian Red ..... "	.02
Whiting..... "	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quinine	1.75
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz.	4.25
" " 18 oz..... "	8.50
Bath Brick, 25 in box.....per box	.60
Sealing Wax..... "	.03
Silver Sand.....per bbl.	1.20
Tar, pts .....per doz.	.....
" qts..... "	.....
" gals .....each	.....
" ½ bbls..... "	.....
" bbls ..... "	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case	4.50
U. S. Nerve and Bone Liniment, 25c. size...	2.25
McCord's Magic Medicine, 25c. size.....	2.00
" " 50c. size.....	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	5.20
72 10-oz. cartons	5.20
96 ¼-lb. cartons	3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases ..... "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

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	Per doz.
Crescent Manufacturing Co., Seattle	
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons.....each	5.00
" gallons.....each	9.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal.	.18
" ½ bbls., 28 gals .....per ½ bbl.	5.85
" kegs, 14 gals .....per keg	3.17½

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2.85
" "	full case, 12 cartons	5.50

RICE.



D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½
B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons..	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more..	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz.....per doz.	.95
My Wife's, large, 1 doz	1.50
" small, 2 doz	.95

SAL SODA.

Barrels, 375 lbs .....per 100	1.45
Kegs, 150 lbs.....per 100	1.55
Granulated, 60-lb. boxes.....per box	1.20
" Monogram Brand, 24 2½-lb. pkgs.....per case	1.20

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs..	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs...	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04¾
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuble's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun.....per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 6 doz	3.00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box	2.75
Kleenatub .....¼ gross	2.50
Electro Silicon, 1 doz.....per doz.	.85
Putz Liquid, large, 3 doz ..... "	1.50
" small ..... "	.75
Putz Paste, large ..... "	.65
Old Dutch Cleanser, 4 doz.....per case	3.40
" " 5-case lots..... "	3.30
Babbitt's Cleanser, 5c. size .....100 cans	3.85
" 5c. size .....50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 12s.....per doz.	.45
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60
Sunbrite Cleanser, Swift, 50s	1.95
Red Seal Cleanser, 4 doz	1.75
Bon Ami Powder, 3 doz.	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans..	1.60
Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s .....per gross	9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	4.00
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	4.00
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.25
" Dreydoppel	40	40	3.60
" Novelty, Day & Frick	40	40	3.40
" Red Seal, Tomson	100	...	4.10
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.15
5-case lots			4.10
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.15
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.50
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G	72	60	3.50
" Eavenson's	84	60	3 60
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G	120	...	2.60
P. & G. Naphtha	100	...	4.25
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G	80	...	3.40
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Violet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.90
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15

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Snow Maid Scourer, Lautz, 60 cans	2.40
" " " 100 cans	3.75
Grandma, 100s	3.75
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.90
Miller's Powerine, 100	4.00
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	4.00
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.25
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, 1/6 gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.95
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cocbin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.19
" less quantity	.20
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¾
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.50
" 20 1-lb. pkgs	5.70
Hoosier, 40 1-lb. pkgs	5.70
" 20 1-lb. pkgs	5.75
P. Bros. Pulverized, bbls.	4.50
Hoosier Pulverized "	4.35

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.05½
Best Gloss, bulk, 50 lbs	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

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Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4.50
" 50 lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 36 bricks, per box	1.50
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs.	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

	Per doz.
Clothes Lines—	
Cotton, 50 feet	1.00
" 60 feet	1.35
" 75 feet	1.55
" 90 feet	1.80
" 100 feet	2.00
Coils or spools, ¼ inch, per lb.	.17
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. bales	.31½
Cones	.31½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	2.05
No. 2½, 2 doz	2.76
Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.30
" " 2s	2.25
" " cups	1.40
Turkey, No. 2, 2 doz	1.05

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MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WA

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

7-in. Tamplco	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz. "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

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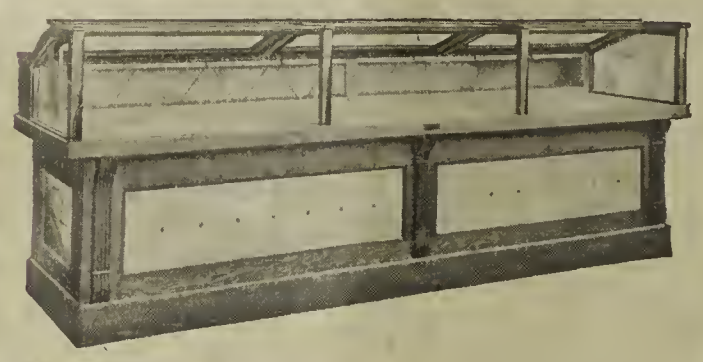
The year is nearing its end. If you feel that it has not brought the harvest it should have brought, consider the seed which you sowed. Was that calculated to bring a better harvest?

An Ohio Contributor Says Package Goods Would Never Have Gotten Where They Are Had Retailers Been More Careful in Wrapping Bulk Goods.

A List of Questions Which Will Tell Any Retailer Whether He Knows His Business.

The Thanksgiving Advertisement of a Chain Drug Store—Not a Drug Product Advertised; Groceries, Confections and Cigars.

No other Display Case so good as



Hill's Economy Case

HILL'S ECONOMY CASE is up to the minute because it is the only case on the market whose doors slide **forward, out of the way.** It gives perfect refrigeration, full-length display and is solidly and ornamentally built.

Catalogue showing complete line of **Hill's Famous Dry Cold** Refrigerators and Display Cases sent on request.

C. V. HILL & CO., 360 Pennington Ave., Trenton, N. J.



A Fish Product from the Fish Country

All through New England **Gorton's Codfish** is as much a household word as anything can be. Everybody knows it and everybody recognizes it as the highest grade codfish packed.

And it is coming into a similar position in other sections. Do you want to handle the very finest real old-fashioned **Codfish** you can get? It is **Gorton's,** and you can get it at your jobbers.

Packed in the fish country.

Gorton-Pew Fisheries Company
GLOUCESTER, MASS.

Say to Your Customers
USE
HIRES
GOLD MILK



And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company
10 Chestnut Street, Philadelphia, Pa.



A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J.
Member of the American Specialty Manufacturers' Association



Forbes Indexed Coupon Books

We send them F. O. B. destination anywhere in the United States.

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

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AND

Grocery World

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Written for the "Modern Merchant and Grocery World."

This Contributor Says Package Goods Would Not Have Become So Important If Retailers Had Properly Wrapped Bulk Goods

Here Is a Pretty Good Argument for Paying More Attention to the Manner of Wrapping and Packing Bulk Goods.

It is a very usual thing to read comments and criticisms offered by public and food control authorities on the cost of the fancy packages which contain some of the staple food commodities. The fact remains, however, that the public cheerfully pays for these packages. It has long since been demonstrated that people appreciate neatness and sanitation, and are willing to pay what it costs.

The fact that the food retailer has neglected the proper packaging of bulk foods has in a large measure made possible the ready sale of fancy package foods at prices which no retailer would have nerve enough to ask for the same thing put up in bulk. There is no good reason why this condition should exist.

Bulk foods have always been regarded as cheaper than package foods. This does not mean that they have sold at a less price. "Cheaper" in this case is used as a term of depreciation. People who would pay for meat put up in a fancy carton, or in a can or jar, do so most often because of the appearance of the package and the careful observance of sanitary requirements which mark its preparation for the market. Few retailers would consider that they could do as well. Very often, however, the bulk foods which they have for sale are really higher in quality than those which are contained in the packages on their shelves. All of these bulk foods can be sold at a lower price than package goods, and universally they carry a more generous profit.

No bulk food package has ever approximated the cost of the factory packed food package. If the retailer would give himself as much to spend for the package as the food manufacturer spends on his pretty packages the retailer would feel that he was guilty of wasteful extravagance in putting so much money into mere wrappings.

This state of mind has led the retailer to use cheap and unsanitary containers and wrappings for bulk foods. Butter dishes are principally used for containing these various foods. They were called butter dishes because they were used for carrying butter almost exclusively. Now they are containers of practically every kind of bulk food. Butter dishes have always been about the cheapest things in the market. Their effect upon the food and the appearance of it has not entered into the matter other than to give the characteristic of cheapness.

Recently, however, the best retailers have demanded a strictly sanitary and attractive package for bulk food lines. Some manufacturers have been found with courage enough to make such a line of bulk food carriers, and the fact that they have an extensive sale now indicates that a good proportion of the retail trade recognizes the advisability of carefully packaging bulk foods. One of the best of these modern new dishes is known as the "Riteshape" dish.

Attractive packages for bulk goods have their principal effect in increasing the apparent value of the food which they carry. They give the element and appearance of quality to the foods which it conveyed to consumers and created satisfaction and increased business for bulk food lines.

The lesson of this situation is very obvious. The retailer is using poor judgment who saves a few pennies in an effort to economize on the packaging of the bulk lines which he has for sale. He can get better prices and more business by following the good example set him by the manufacturers who pack the foods at the factory in an attractive and sanitary container which attract and please the public.

STERLING BEESON.

Toledo, Ohio,
December 7, 1916.

Damage Suit Grows Out of Food Condemnation.

Frank Oakley, State Food Inspector for the Southern California district, has been made the defendant in a $2,500 damage suit brought by V. Kozak, Los Angeles macaroon manufacturer. In his complaint Kozak asserts that for years he has done a profitable and extensive business in the manufacture and sale of "Kozak's honey-cocoanut macaroons." He alleges that during all this period he has used pure materials, and that at all times his product has complied with the State and National food laws. Despite this fact, he asserts, Oakley arrested him on August 17, 1916, charging him with misbranding his product. Oakley's claim was that the term "macaroons" could apply only to a product made from almond paste, and containing neither flour, cocoanut nor honey. The case came for trial October 30th before a jury, and Kozak was declared not guilty. In his suit Kozak charges that the Food Inspector arrested him maliciously and without probable cause, and that as a result of the publicity given the case, many merchants discontinued selling Kozak's macaroons because they believed them to violate the food laws.

No. 3 Tomatoes Will Cost Twenty Cents More a Dozen to Pack in 1917.

So Says the Cost Accounting Committee of the National Canners' Association. Everything Used in Canning Has Advanced, Including Cans, Cases, Labels, Coal, Labor, etc.

The Cost Accounting Committee of the National Canners' Association has issued a statement showing that in 1917 it will cost 20 cents a dozen more to pack tomatoes in 1917 than it cost in 1916. The cost in 1916 was 80 cents. The statement is as follows:—

TO THE TOMATO CANNER.

In 1916 we told you it would cost 80 cents per dozen to pack No. 3 standard tomatoes on contracted raw stock, and it did unless you enjoyed special vantages.

In 1917 it will cost a more. We have gone over matter most carefully with best information at hand fr the most reliable sources, a while at this time it is impo ble to figure the exact cost prices are not yet named many articles, yet we h made the following estimat the increase in cost of pack No. 3 tomatoes, which we sent to you for your most c ful consideration. There n was a year when the ques of a future price for toma was harder to determine tha will be in 1917, but whate you do don't sell at a loss even at cost as you have often done in the past.

NO. 3 STANDARD TOMATO
Estimated increase per do on 1917 packing.

	Per. I
Cans on $6 basis per box for tin plate....	.1
Cases	.0
Labels	.0
Coal and oil.....	.0
Leaks, swells and rusties	.0
Interest	.0
Insurance	.0
Brokerage, discount .. Maintenance and repairs	.0
Labeling, loading and unloading	.0
Peeling	.0
Factory day labor.....	.0
	.2
Tomatoes (if $1 per ton increase) add	.0
	.2
Tomatoes (if $2 per ton increase) add	.0
	.2
(XXX) If cans should be on $6.50 basis (probable)	.0
	.2
If cans should be on $7 basis (possible)	.0
	.3

These figures are conse tive. Consider them most c fully before naming any p for 1917.

Cost Accounting Commit Tomato Section.

WM. SILVER, Chairm
JNO. R. BAINES,
D. H. STEVENSON.

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery
Attorney and Counselor at
643-648 Land Title Buildi
Philadelphia, Pa.
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The New York Letter

ɔn Writes President About Food Speculation Games. National Housewives League Want Stevens Bill Passed. Coffee Roasters Will Try to Reform Their Business. Grand Union Tea Co. Changes Hands. Market Summary.

Correspondence of "Modern Merchant ıd Grocery World."

:w York, December 8, 1916.

ɔmmissioner Hartigan, of the au of Weights and Measures, s that he has evidence against ve large food speculators which convict them of illegal manipu- ı of markets. The matter will aid before the Grand Jury ly.

* * *

ɔropos of the campaign on here duce the prices of various food ucts, notably eggs, by boycotts ɔther schemes, a letter has been en to President Wilson by J. Dillon, State Commissioner oods and Markets, suggesting a Federal Commissioner be ap- ed to investigate the problems confronting producers and con- rs. Mr. Dillon says that only Federal regulation can these problems be solved because they are beyond State legislation.

He enumerated these as follows:—

Lack of definite and uniform standards or grades of farm products; lack of standard and uniform packages for the transportation and sale of food products; difficulty and expense of securing definite information in regard to the movement and destination of crops: no definite or complete report of the volume of goods held in cold storage in the many storage houses throughout the country; a discrimination in time and rates against various kinds of products and different locations; manipulation of prices by speculators and food exchanges and speculators on one hand, and the official quotations of sales and prices on the other; lack of public abattoirs and open markets for the sale of meat cattle at competitive prices; lack of terminal facilities for the sale of farm products and economic distribution of the same.

"The result of the lack of information as to the movement of crops often results in a glut or over-supply in one market, while another center not far away is short of the same food supply," asserted Commissioner Dillon in his letter.

"A great deal of money is spent by dealers and associations of dealers and exchanges to gather information, not only as to the arrival of produce at different centres, but also in tabulating the prices. A great deal of this expense is duplicated, and if we could have the information gathered by the Federal Government and distributed to the different centres, it would be of great service both to the producer and the consumer of food products, as well as to the men who are engaged in the distribution of them."

* * *

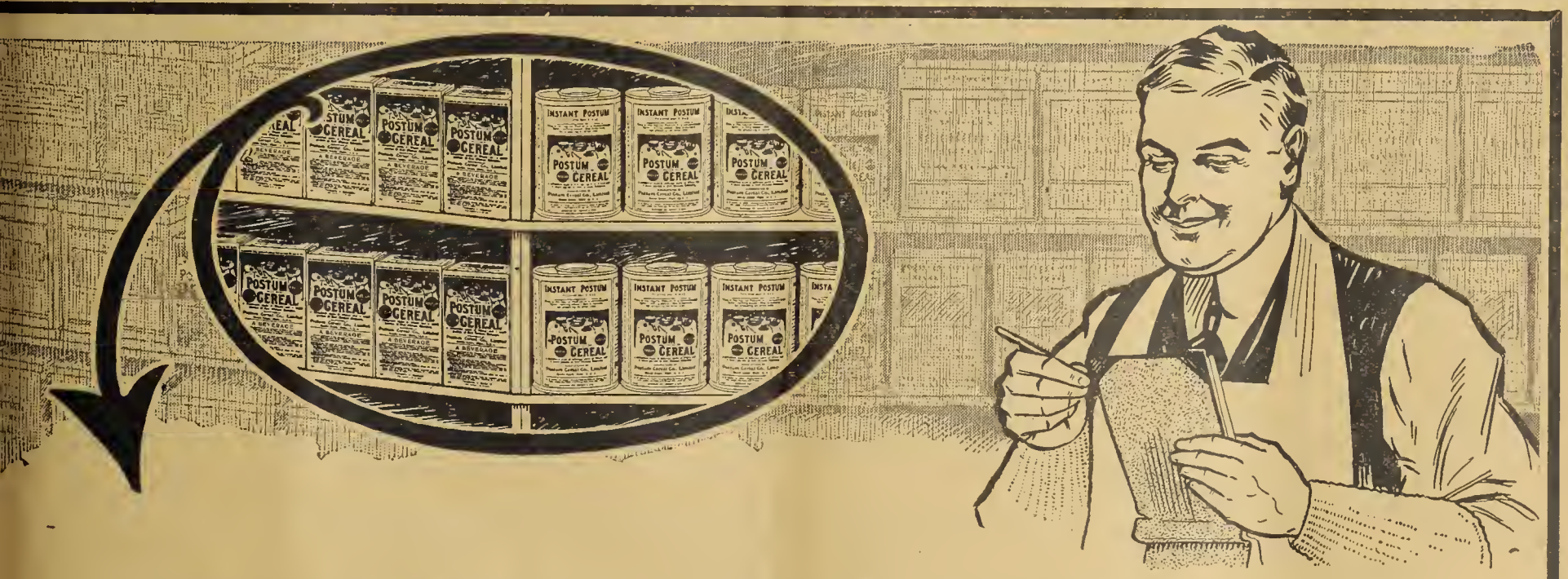
The National City Bank expresses the following opinion upon the present business situation:—

The marked feature of the past month has been the rise of wages, raw materials and food products, placing the industries of the country upon a still higher level of costs, and, of course, accompanied by higher prices for all goods. Perhaps it would be more accurate to place the incessant demand for finished goods first in order, as the cause of all the other phenomena, but the influences act and react upon each other. The essential fact is that the pressure for goods of all kinds is greater than ever before known, that all the means of production are crowded to the limit, and that there are not enough goods to go around. Under these conditions there is probably an extra demand, as there was for a time last spring, due to apprehensions that supplies will be short and prices still higher in the future. This was evidently the case for a time in the coal situation, which has since eased noticeably, although there is still anxiety about the supply, on account of the car shortage rather than a shortage of coal at the mines.

* * *

The National Housewives League has endorsed the plan of the American Fair Trade League to pass through Congress an act enab-

(Continued on page 14.)



Money-Making Shelf Space

If all shelf space were as profitable as that devoted to **Postum,** grocers would make more money.

POSTUM

is practically sold when stocked, because a constant, heavy volume of advertising is behind its sale. It involves modest investment, shows no waste, stock "turns over" quick, and the profit is good for grocers.

An ample supply should always be kept on hand—

No Risk—Sales Guaranteed!

WITH THE EDITOR

What Ails Prices?

Everybody is asking what is the matter with prices, and why they should have advanced so much more than the advance in the first cost. I can answer the question: it is because everybody who has a price advanced to him, adds something to that advance as he passes it along to his customer.

Last week I talked with a book publisher who supplied a splendid illustration. He formerly made a certain grade of book which cost him 18 cents to produce. He sold it to the retail dealer for 30 cents and the retailer sold it again at half a dollar. Remember the profits made by both parties—12 cents by the manufacturer, 20 cents by the retailer.

The advance in the price of paper forced the cost of this book up to 30 cents; increase in cost 12 cents. The manufacturer advanced his price to the retailer to *fifty cent*s, and his profit then became twenty cents, an increase of 8 cents. The retailer resold the book at 85 cents, and *his* profit was then 35 cents, or an increase of 15 cents.

And the consumer paid 35 cents more than he paid before, for a book which had increased in cost only *twelve cents*.

That is what the matter is with prices. Instead of adding the actual increase, we cannot refrain from sticking on a little more than the increase as the market moves up. Grocers do it, hardware men do it, dry goods men do it—everybody does it. Is it legitimate? Certainly it is legitimate, but in the end some of us will undoubtedly wake up to the realization that it has turned out bad business.

Slander on Food Products.

A California food inspector charged a macaroon manufacturer with misbranding his product. A jury trial was had and the manufacturer was found not guilty. Now he has sued the inspector for $2,500 damages for alleged defamation of character and malicious prosecution. Unless the inspector was exceedingly careless, I have no expectation that the damage suit will get anywhere. If he believed the charge was true, and had reason to, and used his best judgment, and particularly if the suit was authorized by the State Food Department, he is not liable at all. The damage suit, however, is a good advertisement and as such will be worth all it cost to the manufacturer.

Food agents are much more careful than they used to be about making statements against particular brands of food products. Many of them used to ignore the fact that a manufacturer's good name or a merchant's good name, was his most valuable asset, and they would rush into print with the meanest kind of charges. I have often wondered why some of these slandered people didn't start damage suits, for the grounds were ample, that is sure. Certain Government food inspectors under the Federal Food and Drug Act were especially reckless in this particular.

To-day you can talk with a food inspector for a long while before you will get him to say anything against a manufacturer, unless the facts have in some way been established so there is no question about it.

The Thanksgiving Turkey Incident.

A large wholesale poultry dealer told a representative of this paper during the week that he did not handle one-tenth of the Thanksgiving turkeys that he usually handles. Why? Because he saw the coming collapse in the market, due to the inflated prices, and wisely kept out from under. He further said that some of his customers who had never before failed to sell turkeys at Thanksgiving sold none this year.

Probably everybody, wholesale and retail, who handled turkeys largely this Thanksgiving, came out behind. The price dropped until in some sections *retailers* sold good stock at 24 cents a pound. How completely this supports a statement made on this page a week or so ago—that consumers always have the remedy for extortionate prices within their grasp. All they need to do is not to buy, which certainly is a remedy easily applied. There is not a thing that we cannot do without, but the consumer has never up to now acted as if he realized that. He has been very slow to drop a thing and take up another. These crises need quick action, just as was given the turkey situation, and quick action will always bring results. A few more incidents like the turkey incident, and the speculators may become less greedy.

Sticking by a Bad Contract.

You can't help but admire a man who sticks by a bad contract because it is his contract, and you can't help but despise one who sneaks his way out of a contract, merely because it has turned out bad for him.

In the Legal Department this week is told the story of a California sugar refiner who in 1914 made a contract to supply a wholesale grocery house with its "full requirements" of sugar for August, 1916, at a certain price. In August, 1916, the price had nearly doubled and the refiner succeeded in getting out of his contract because it was legally null and void. The court said it should have mentioned a definite amount of sugar. The refiner saved nearly $14,000 just by that decision.

Personally, if I did business in California I should never feel safe in doing business with that refiner. A man who will destroy his own work, who will go back on his own word, who will say "yes, I agreed to do it, but I had my fingers crossed when I did it," is not exactly an admirable person, when one remembers why he did it. He wins his case, it is true, but I should think he would be paying enormously for his victory.

Another.

The "Modern Merchant and Grocery World" has no desire to become conspicuous in publications that go to consumers, but really, if this thing keeps on, that may happen. Here is another editorial on a familiar subject time from the New York "G

To Housewives—Warni

The "Modern Merchant Grocery World," in its cur issue, gives the following vice to the retailer:—

> Consumers are beir educated to-day by a v riety of conditions to pa good prices for ever thing they buy. The reta merchant who doesn't tal advantage of that had be ter drop out. Never aga will he have such a chanc

In other words, the gr who doesn't squeeze his tomer to the last possible is a fool. Everybody is d it, so why not the grocer? we shouldn't be inclined blame him very much if he It's only human nature. W all money mad these days

But the housewife wants to practice economy better watch out. The "Gl herewith gives her warn If she is willing to let gr grocers drain her purse and good. If she isn't, should be careful with w she trades.

Really, every one of these a seems more foolish than th before. I am not going to what I have said before o subject. What is the use?

Pennsylvania News Ite

An interesting mass meetin held in Willamsport, Pa., las day to discuss the high cost ing. It was held at the Eas Baptist Church, and a perm organization was later f under the name of the "Asso for the Reduction of the Hig of Living." Outside of the dent, Rev. Theodore Beck other officers of the body will executive board, to consist of men and women, representin city of Williamsport and vi The organization will devote i tivities to fair, open-handed e to secure a reduction in the p high cost of foodstuffs and commodities. It will princ work to better local condition will be ready at all times to its aid and influence to sec

and National legislation which be of benefit not only to this nunity but to the State or n. Mayor Fischer, who was nt at the meeting, offered a let- the secretary, which was read e assembly. It dwelt upon the stone market situation, which, ding to the Mayor, may offer ey to the local situation. The executive said that he believed urbstone market was intended armers to sell their wares and uce to the consumers. He rs prohibiting hucksters from ding the market and would not farmers to wholesale their s until after 10 o'clock.

e Week's Dry Goods Business.

arshall Field & Co., in their ly review of the dry goods , say:—

Current wholesale distribu- n of dry goods is running ead of the corresponding riod of a year ago.

Road orders for both imme- te and future delivery have en heavy.

Collections are ahead of the me week 1915.

Prices are firm.

Many Canned Goods Packers Not Morally Strong Enough to Keep Their Contracts

This Year's Tremendous Advances in the Value of Future Canned Goods Has Revealed Many Moral Shysters. Throwing Over Contracts on Various Flimsy Pretexts. One Indignant Buyer Attaches a Car of Goods.

There is a deep feeling of resentment permeating the wholesale grocery trade, and indirectly the retail trade, over the contemptible conduct of a rather surprisingly large number of canned goods packers over the deliveries of goods sold early in this year for future delivery. The difference between the price at which the futures were sold, and the price that the goods were worth at time of delivery, was so very great, that the morals of quite a number of packers couldn't stand the strain, and they have foxed out of their contracts, often in a perfectly barefaced manner.

In many cases packers, particularly tomato packers, have deliberately laid down and refused to deliver any tomatoes whatever, although they had made pro rata contracts and admitted they had packed some goods. One Maryland packer sold something like 25,000 cases of futures and packed about 18,000. He made pro rata contracts, which bound him to deliver the buyer's pro rata share of his entire pack, if the pack was less than 100 per cent. of all future contracts. This man failed to deliver anything whatever on several of his contracts, and his excuse was that he had filled his orders *in full* as far as the goods would go, and then threw the balance of the contracts away! This after he had signed pro rata contracts. Since he must know better than this, the inference is that he sold what he did not deliver, at to-day's market, which is 50 per cent. above the price at which he had sold for future delivery.

In another case a Maryland packer sold gallon tomatoes at $2.40 per dozen. The price when he came to deliver was $5, a strong inducement to throw over the contract which was not lost on the packer. He shipped the goods to the buyer in Philadelphia, but did not tell the railroad company or the warehouse to notify the buyer on arrival. He then drew on the buyer for the goods, depositing the draft in bank, but before the time came to pay the draft, he recalled all papers and cancelled the contract on the ground that the buyer had not paid the draft in time, although the buyer had gone to the bank on November 15th to pay the draft, and the goods did not arrive in the warehouse until November 27th. By this cancellation the packer stood to make $2,200, at least he did until the buyer, in deep indignation, attached the goods in the warehouse.

There have been a great many such cases, all of which reveal packers who are not strong enough to stand up for their own contracts when they can make more by doing otherwise.

Insist on Dandelion Brand

Tell your dairyman that you want Dandelion Brand Butter Color used in the butter he makes for you.

Insist on it. You will find such insistence well worth your while, because

Dandelion Brand Butter Color

makes storage butter look fresh and inviting always.

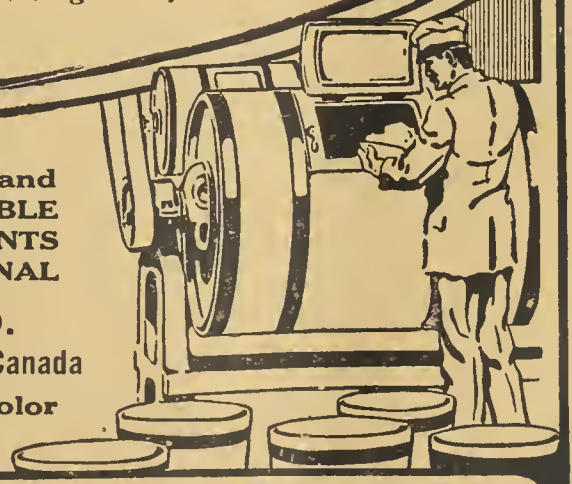


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.

Burlington, Vermont, and 200 Mountain St., Montreal, Canada

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand *The color with* **Butter Color** *the golden shade*

Written for the "Modern Merchant and Grocery World."

Veteran Retailer Tells of Salesmen That Have Called on Him in Thirty Years

Divides All Salesmen Into Seven Classes. Crooked Salesmen All Dig Their Own Graves. Personality a Salesman's Chief Asset. Honesty the One Quality Without Which a Salesman Cannot Succeed.

(Continued from last week.)

One road man—Bill Young—was the bluest soul I ever came in contact with. There was a time when Bill used to affect me a good deal. I was more susceptible to such things then. I'll never forget how I was cured. It was another salesman who cured me—a little breezy, slangy chap from Chicago. He certainly had personality. He went off the road about ten years ago and opened a place of his own. I'll wager there isn't a dull moment in it all day long.

Bill Young had been in one day and had painted a gloomy picture. It was during the Spanish war, and we business men didn't just know where we were. After Bill had gone the Chicago chap blew in.

"I don't believe I want a thing in your line," I said. "Business is very bad; there's a feeling of unrest. A whole lot of people are out of work and until this war is settled we'll all have to lay low. I find there seems to be a good deal of fear about the situation."

"I'll bet a big apple Bill Young's been in here," he said, suspiciously.

"Why yes, he has—not fifteen minutes ago," I answered.

"Sure! I knew he had by the color of that dope you're handing me. Darn that old calamity howler, why don't he go talk to the weather man!"

"Bill watches conditions pretty close," I said.

"Bosh!" I said, "Bill's been gloomy for thirty years and his own wife looks blue to him. He can't see a grain of hope in anything. I wouldn't care a blame if he'd only keep his feelings to himself! What right's he got to come in here and get you all billious and spoil my business! Listen here! Bill will probably see every man I'm going to see to-day, before I do, and I'll gamble that my orders'll fall off 50 per cent. just on that account. He'll smear yellow over everything and scare everybody to death! It ain't right—he hadn't ought to do it!"

"I'm sure he didn't affect me," I said. "I———"

"You tell that to Li Hung Chang!" he said. "I know he did! That kind of dope affects anybody."

"Well, how do you find general conditions?" I asked him.

"General conditions are all right as far as I can see," he said. "But I don't care a blame what they are. All I want to know is, how's conditions in my line. They're as fine as silk. You oughtn't to care any more about general conditions than I do. What do you care if the Steel Trust don't pay a dividend or the railroads ain't buying steel rails? Is that going to make the people here buy any less of your stuff?"

"I don't know about that," I said.

"Well, I know about it, and I say it ain't. We can settle this in two seconds. How is your business? You forget all that slush Bill Young handed you and just tell me how your business is?"

"Well—I don't know as I can complain," I had to say. "Last month was ahead of last year by about 12 per cent."

"Well, why in thunder do you listen to Bill Young's croaks, then?" he demanded, and I had to own up there wasn't any reason.

The remarkable thing about these croakers is that they kill their own business, yet they can't see it. Bill Young didn't sell half the goods he could have sold, and other salesmen used to tell me time and time again he was the easiest competitor they had. They constantly throw water on their own fire.

I don't know whether any more of you readers have struck the kind of salesman who looks around the minute he comes in the store to see if any girls work there. I have, but I never bought anything of his yet, after I found it out. Scavengers of the road.

Funny thing, while I was writing this article I happened to pick up one of my trade papers and read this:—

> The greatest possible quality in a salesman is persistence, and this applies equally well to a salesman on the road and a salesman behind the counter. Both are selling merchandise often to people who do not want it, and both use the same arts to make the sale. A salesman should never cease his solicitations until the goal is reached. He should be the soul of persistence, and in the end he will be sure to wear down opposition and success will then be his.

Well, I don't know. There is persistence and there is persistence. There's an insurance agent in my town who goes out for one of those 10 cents a week insurance companies. He has had his eye on me for over a year now and he finds out from my wife when I'm sure to be at home. Then he lays for me.

Against a nerve like his I'm sort of helpless, and I let him get at me many a time when I don't want to. He's persistent in his work to sell me, just like the fly is that sits and sits on your bald spot and drives you to swashing in your skull with a hammer to get rid of him. Sometimes I hate him! It seems to me every minute of my time when I'm home is eaten up by listening to that fellow's talk. And in the end he'll sell me— I know it; I know it, for my struggle gets weaker every day.

Now, suppose he does sell me in the end; is that success? Not if I know what success is. He simply worried a poor, weak fellow into doing something he didn't want to do. Plenty of fellows can do that, but that isn't selling goods. It's simply watching nerves and putting it over because his is bigger. Selling goods is making your customer want to be sold.

I can give you another case of persistency in a salesman. I have a brother in the retail hardware business in the same town with me. Up to six months ago he used to buy some stuff from a New York house through one of its road men, who, take it from me, was the biggest nuisance ever put on earth to inspire murder. He was a German, though of course that didn't have anything to do with his being a nuisance. He simply didn't know what no meant. You couldn't turn him down. If you tried to do it this morning he'd be around this afternoon and he'd stay till you let him talk again. If you turned him this afternoon he'd be arou night, or if you heard abo coming and got away, he'd to your house. You couldn't him—he never got tired. H there to sell you goods and h you or kill you.

He was decent enough, stand—his manners were al —it was simply that you c shake him off.

Well, he wore down this b of mine pretty quick when h started to call on him abou years ago, and he's been selli almost ever since. Not muc something. He bought simp cause he couldn't shoo off Fr less he did. It was a case or have him around forever

If my brother told me o told me a hundred times t didn't like the stuff he got Fritz's house. He could b same or better stuff from a house—from two other hou think he said—for less mone

"Why don't you do it th said once.

"I've told you why," answered. "You know Fritz as I do."

"All the same, I can't see said. "There must be some get away from Fritz. He make you give him an You're bigger than he is, wh you kick him out? Why do set his coat on fire—do any After you've told him to g you've got a right to put him he won't go."

"You wouldn't do it, eithe said, and just then I thought 10-cent insurance agent, pr sitting on my doorstep that waiting for me, and I wen to my own store.

Now, I want to tell you wha pened. The minute Fritz we the road my brother stopped ing from that house. You c hire him to give them a order.

Was Fritz a good salesman was persistent, and he sold but he didn't do it by being a salesman. He did it by bei prize nagger of the whole He simply blackmailed men wanted to get rid of him int ing him an order, for that w only way they could get rid o That is not salesmanship if I anything about it.

I can find time for all kin salesmen except the crooked

kind I have absolutely no use
ınd I allow them in my store
because it is sometimes to my
ıtage. And I buy goods from
when I know I am safe. A
nan like that never gets be-
the dead line with me and I
ı him like a hawk from the
ning of the transaction to the
I think all merchants are the

brother argued with me once
I was wrong to patronize any
nan I knew to be crooked. He
was countenancing dishonesty
hat I ought to do what I could
ive such men off the road.
ıps I should, but I never saw it
that way. I may have been
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n my jobber's store up in the

vas standing in his salesroom
a little fellow came in and
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had practically kicked him
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ecause he was crooked, and
vas because no clean man liked
ve him around. He was dirty.
w all this as he came up, and
ected the buyer would kick
ut again. But he didn't. He
d at the fellow's samples and
him an order!

ell, you certainly surprise
I said. "Why I wouldn't
you'd let that fellow come in
lace!"

hy not?" he said. "If he's
omething I want I'll buy of
f he's the devil. I despise the
ground he walks on, but I'm
oing to let that interfere with
ess."

observation is that the sales-
who sells the most goods is the
that belongs to first type. The
who is glad to have you for a
d, but wants you most as a cus-
r, and doesn't especially care
her he has you as a friend if
n keep you as a customer. The
who comes in and gets straight
ısiness, talks business in the
st possible words and leaves.
man who never tells you any-
he can't make good, and al-
makes good everything he
you. Very few salesmen like
are out of a job.

* * * *

—, Pa., November 29, 1916.

CORRESPONDENCE.

Wholesale Furniture Dealers.

Micanopy, Fla., Nov. 27, 1916.

To the Editor.

Dear Sir:—Will you kindly give me the names of one or two wholesale furniture dealers in New York and Philadelphia.

Thanking you in advance, I am,

Yours very truly,

H. L. ROSENBERGER.

Pooley Furniture Co., Seventeenth street and Indiana avenue, Philadelphia; Heywood Bros. & Wakefield, 254 South Fifth street, Philadelphia, and New York.

* * *

Wants to Handle Automobile Tires.

Peekskill, N. Y., Nov. 28, 1916.

To the Editor.

Dear Sir:—Inclosed find stamped addressed envelope. Will you kindly let me know of some place in Philadelphia or New York where they sell tires like samples or with slight imperfections at greatly reduced prices. I am going into that line and have some people who want cheap tires. Very truly,

CHARLES J. DONOHUE.

Try the Quaker City Rubber Co., 629 Market street, Philadelphia. Also try Frank M. Bell, Thirteenth and Arch streets, Philadelphia.

Philadelphia, December 11, 1916.

BUTTER

"Gold Shield" Process Butter, 60-lb. tubs.	35c
Prints, 30-lb. boxes	36c
"Star and Crescent" Creamery Butter, 60-lb. tubs	40c
"Star and Crescent," cartons, prints, 30-lb. boxes	41c
"Clover Leaf" Creamery Butter, 60-lb. tubs,	37c
"Clover Leaf," cartons, prints, 30-lb. boxes	38c
Sweet Butter (unsalted and uncolored), 60-lb. tubs	42c

MARGARINE

(Made in Elgin)

We invite attention to our Algood Brand Margarine, guaranteed to give satisfaction and increase your business. Give us a trial order. Packed in 30-lb. boxes, at.. 23c

CHEESE

Fancy Whole Milk Flats (old).... 25c

EGGS

Premier (XXX) Brand, selected...	45c
Storage Eggs, selected	34c

Second-hand empty egg cases, fillers and flats complete, good as new, 10c each, f. o. b. Philadelphia.

When ordering kindly state which grade desired. All orders received will be filled promptly at these prices.

Satisfaction guaranteed.

Nice & Schreiber Co.

6-8-10 South Water Street

No Hesitation

¶ Many opportunities have been lost by hesitating.

¶ There is one definite appeal which will eliminate all doubt in any customer's mind as to where he or she should buy. It is the sign—"We Give S. H. Green Stamps."

¶ Millions of thrifty shoppers never hesitate to trade where they see it, for they know that cash purchases made where it is shown will be rewarded by receiving a discount of unquestionable worth.

¶ Can you afford to let such opportunities to make "cash" sales pass by? By showing the sign "We Give S. H. Green Stamps," you are making a direct appeal to a thrifty trait of human nature and eliminating all chances of hesitation.

¶ Don't let "cash" customers "stop"—"look," and "turn away"—show the sign and they'll walk in.

The Sperry & Hutchinson Co.

The Hamilton Corporation

GEO. B. CALDWELL, Pres.

2 West 45th St. New York City



The Ham Question

¶ More consumers are dissatisfied with the ham they get than with anything else in the grocer's line.

¶ Good ham is sweet, with a tangy saltiness, tender and close fleshed. Fried or broiled, it's as sweet as a nut, and if everybody could get that kind they'd eat ham ten times as often.

¶ The average ham is stringy and briny and tough. It doesn't suit it all, but by and by a lot of consumers come to believe all ham is like that.

¶ **Vogt's Liberty Brand Hams** are not like that. They are precisely the kind of hams we described in the second paragraph. It would be foolish to say this if it wasn't true, wouldn't it? You'll be glad you got in touch with **Liberty Brand Hams** and so will your customers.

¶ We are advertising them to your customers, by the way.

F. G. Vogt & Sons

INCORPORATED

30th and Race Sts.

Philadelphia

Effect of Advancing Markets on Fire Insurance

When a Stock of Goods is Inventoried at One Price When Insured, and is Worth a Much Higher Price When Burned, Which Price Can be Collected From the Insurance Company? Expert Says Actual Value at Time of Fire.

On numerous occasions the question has been brought up as to whether, if a retail merchant inventoried merchandise at the cost price when market prices at the time of the inventory were much higher, he would not be at a disadvantage in the event of a fire, in being compelled to produce the last inventory, and whether the prices on it would not be taken as the basis of adjustment of fire loss rather than the market price.

Insurance authorities assure us that the basis on which the adjustment of a claim would be made would be the actual cash value of the property at the time any loss or damage occurs, not exceeding what it would then cost to replace with property of like kind and value.

The actual cash value may be the market price, or it may be subject to depreciation for the difference between old and new property or other causes.

In the settlement of a loss the question of the first cost of the property has little to do with it, the assured being entitled to collect on the basis of the actual cash value the day of the fire, and he should keep his insurance up to such percentage of the actual value as will comply with the co-insurance conditions expressed in fire insurance policies.

The foregoing statements make it very clear that the co-insurance clause would operate on a basis of the cash value of the merchandise or property at the time of the fire, so that if the insured, when making proof of loss, would show insurance carried less than the amount guaranteed under co-insurance clause, he would only recover in proportion of the amount of loss sustained as the amount of insurance bears to the amount under co-insurance clause if such a clause is a part of the policy or policies.

Example:—

A stock of merchandise inventories at actual cost price $100,000, and is insured under 80 per cent. co-insurance clause at $80,000, and market value increases to $140,000, and amount of insurance is not increased and a loss occurs amounting to $20,000. The assured should have increased his insurance to 80 per cent. of the increased valuation, $140,000 which 80 per cent. is $112,000; therefore having failed to do this he receives 80/112 of his claim of $20,000, or $14,285.71, incurring a loss of $5,714.29.

In view of the foregoing, it will be the part of wisdom to watch insurance protection closely so that the amount of insurance carried accords protection to the stock at its cash value, which is the cost of replacement with like merchandise at the time of the loss.

Those who do not so increase the amount of fire insurance in keeping with increasing values are liable to be compelled to bear a portion of any fire loss at the time of an adjustment of claim under insurance policies containing the co-insurance clause.

THOS. A. FERNLEY.

Philadelphia, Pa.,
December 7, 1916.

These Questions Will Show You If You Know Your Business

National Credit Men's Association Sends List of Searching Inquiries to 100,000 Retailers. Nothing in Them Which Any Retailer Should Not Be Able to Answer.

The National Credit Men's Association has sent out to merchants all over the country, both wholesale and retail, a list of questions which are intended to show the merchant himself whether he really knows as much about his business as he should. The following questions have been sent to 100,000 retailers in all lines of business throughout the whole United States. The retailer who can answer all of the following questions the way they should be answered has a satisfactory working knowledge of his business:—

Do your accounts show your total cash sales and total charge sales separately, yearly or monthly?

Do you keep a "purchase account" which shows you the total amount of goods bought?

Do you know how much money you save yearly by discounting your bills?

How often do you take stock?

Do you make allowance in your inventory for depreciation, or dead stock?

Do you make allowance for depreciation of store fixtures, horses and wagons, tools, etc.?

Do you figure it at cost or selling price?

Do you know how many times you turned stock last year?

Do you consider the stock you carry too large or too small for the amount of business you are doing?

Do you carry fire insurance?

Are your stock and fixtures fully covered?

Do you know the percentage of your gross profit to total sales?

Do you know the percentage of your expenses to the total sales?

Do you keep an exact account of all your expenses?

Into how many separate accounts are your expenses subdivided?

Do you own the building in which you do business?

If so, do you charge a fixed amount for rent as an expense?

Do you charge your own salary as an expense?

If not, do you charge all your living expenses to the business?

Do you provide for losses for "bad accounts" in fixing your selling price?

Are the goods taken out of your store for your family use charged as a business expense?

Do you charge interest on your money invested?

How often do you make up a "profit and loss" statement?

Do you know the total amount that you owe at least once a month?

Do you know the total amount that is due you at least once a month?

Do you discount your bill

Please answer—yes or —whether or not you are al to give the information ask for, from your books. (N necessary to give figures.)

Assets.—Cash on hand bank; total cash; notes rece able; accounts receival (question 25); less reserve f bad debts cash; notes rece able; accounts receivable; sto on hand carried at cost pric store or warehouse prope less depreciation; store, off and equipment as per ventory (question 5); to assets.

Liabilities.—Notes payab accounts payable—trade cred ors (question 24); interest date on notes payable; salar and wages due to date; tax unpaid; total liabilities; balan excess assets over liabilit (net worth).

Please answer—yes or no whether or not you are al to give the information ask for from your books. (N necessary to give figures.)

Sales (after deducting turns and allowances). Amount of cash sales; amou of charge sales; total sa (question 1). Cost of sales. Stock on hand (lastinventory purchases, cost delivered store (question 2); deduct val of merchandise used for hou hold purposes (question 21 total cost of sales; deduct ventory of stock on ha (now); less stock depreciati (question 4); net cost of goo sold. Balance—"gross profit percentage of profit to to sales (question 12.)

Expenses (detailed list accounts kept on your ledger —Salary of proprietor (que tion 18); living expens (question 19); value of me chandise used for household purposes (question 21); re of store (question 17); inte est on money invested (que tion 22); depreciation of equi ment (question 6); losses f bad debts (question 20); to expenses; percentage of e penses to total sales (questi 14.) Balance—net profit loss.

Important Malted Milk Decisi

The House of Lords decided ing the week that the w "malted milk" were merely des tive. Horlick's Malted Milk, American concern, sued for an junction against Hedley's Ma Milk. The First Court refused injunction, the Court of App upheld the decision and now Lords settle the question fi against Horlick's.

The Grocery Markets

Tea.

e tea market shows no change
ne week. All values are steady
rm and it is not possible at
nt to buy any cheap tea, by
n is meant tea below the mar-
The consumptive demand con-
s good in spite of the fact
December is usually a very dull
h.

Coffee.

e coffee market is about un-
ged from last week. All
es of Rio and Santos can be
on last week's basis, al-
gh the undertone is unquestion-
soft. Mild coffees show no
ge but are still very cheap. In
of the fact that the end of
war is exceedingly uncertain,
concerns are carrying huge
s of coffee partly to protect
nt markets it is true, but
y in order to get the benefit
e advance which will almost
diately happen as soon as
comes. Without doubt the
et for Brazils and milds will
ice several cents a pound just
on as it becomes evident that
uropean markets are opened
to coffee. Consumptive de-
in this country is very small
now.

Sugar.

e sugar market has taken a
during the week at about 30
on refined, the present quota-
for granulated being 7.20, as
st 7.50 a week ago. Some
ern beet granulated has
ed the Eastern markets ruling
20 points below the regular
d prices. Raws have ruled
g the week at about 5.14 for
ary and March shipments,
would mean probably another
decline in refined in order to
a proper parity with raws.
current raw market is also
what lower.

Fish.

e mackerel market is strongly
ained, but with no change in
for the week. The supply of
lass shore mackerel, especially
all sizes, is growing lighter
he trade are now paying the
price for poorer mackerel.
mackerel are not abundant and the price is tending higher. Cod, hake and haddock are still scarce and firm. Salmon shows no material change for the week, although the tendency is all higher. Pinks are now being quoted on the spot in a large way at $1.25 a dozen, which is a very high price for them. Domestic sardines are exceedingly scarce and the best quotation now in a large way is $4 to $4.25 a case. This takes them completely out of the 5-cent class.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup is in fair demand at unchanged prices. Sugar syrup is ruling very high, particularly for export, and the consumptive demand is small. Molasses shows no change; moderate demand.

Canned Goods.

Tomatoes are on their way downward, and the closing quotation on Maryland 3s in a large way f. o. b. factory is $1.25. Some second hands holders will sell on the spot at $1.25, which is a concession of about 3 cents a dozen. The packers are not pressing for sale because they have very few tomatoes to dispose of, but there is still a large unsold stock somewhere that will have to be reckoned with in the near future. The price is believed to be still 20 cents too high. Corn and peas show no change for the week. Everything is very firm on account of scarcity. Apples have advanced again and the average quotation is $3.25 for New York State gallons in a large way. California canned goods are very quiet, and many lines are very scarce. There is no change for the week. Small Eastern staple canned goods show no change, except that spinach has now reached $1.50 per dozen in a large way f. o. b. factory.

Dried Fruits.

Prunes are very quiet at unchanged prices for the week. With prices as high as they are, nobody will buy more than his immediate needs. It is said that there are about 25,000,000 pounds of prunes unsold on the coast, which packers say will not suffice for the probable demand. Peaches and apricots show no change; moderate, seasonable demand. Raisins are also unchanged for the week. Currants are now quoted at 20 cents per pound in cartons, 19 cents in barrels. Hallowee dates are quoted at 10 cents in a large way, which is about twice the normal price. Fard dates are also available to a limited extent at 13 to 14 cents per pound in a large way, which is about 5 cents above normal.

Butter.

There is a normal consumptive demand for butter and the quality arriving is as good as usual for the season. The market is steady and unchanged with no material fluctuation in sight.

Eggs.

The egg market is steady at a decline of 5 cents a dozen due to increased receipts and falling off in the consumptive demand. The present situation is healthy and if there is any change there is more likely to be a slight advance than a decline. Storage eggs declined about 3 cents during the week and Philadelphia is now the lowest egg market in the country.

Beans and Peas.

Domestic pea beans are now quoted in a large way at $6.75 a bushel, which is a shade off as compared with a week ago. Marrows are quoted at $7.50 a bushel and are in better demand than pea beans. California limas are now ruling at 8.25 to 8.50 per pound in a large way. Green and Scotch peas are ruling around $5 a bushel, which is an almost unprecedentedly high price. The demand is very poor.

Provisions.

All smoked meats are firm and unchanged with a light consumptive demand. Pure lard is steady but unchanged and in light demand. Compound lard is unchanged and in

Store Prestige

Regardless of courteous salesmanship and prompt delivery service, the greatest factor in the successful operation of a retail store is *what* is sold and its quality.

The wise dealer knows this. He knows, too, that National Biscuit Company Products give his store a reputation for quality, a prestige that makes new customers and keeps old ones.

Through nation-wide advertising N. B. C. crackers, cookies, wafers and snaps are well and favorably known almost everywhere. Display N. B. C. Products in your store. Your customers will ask for them by name.

NATIONAL BISCUIT COMPANY

moderate demand. Barreled pork steady and in light demand at unchanged prices, as are dried beef and canned meats.

Cheese.

The cheese market is firm with only a moderate consumptive demand. Prices unchanged. Stocks are said to be much larger than usual owing to the heavy export. The entire situation is healthy.

INDIVIDUAL MARKET REPORTS.

Foreign Grocery Specialties.

Olive oil continues in excellent demand from all quarters. Italy cables that owing to very unfavorable weather some damage has been done to the crop, and prices for olive oil have been advanced rather rapidly during the last few weeks. Taking it all in all, an advance in the price of olive oil is really due. Compared with the advances in the prices of all other food products, olive oil may be considered as having hardly advanced in price at all.

French mushrooms continue as scarce as ever.

Imported peas and other imported vegetables are naturally very scarce. Both Holland and Denmark have prohibited the exportation thereof. Belgium, of course, has been unable to furnish any, and France has had little to export. Consequently, the scarcity.

STROHMEYER & ARPE CO.
New York.

Imported Fish Specialties.

All kinds of herrings have been in real good demand this last week—prices unchanged, but very firm.

The trade finally realizing that there is little chance of lower prices for imported sardines in the near future, has come to the conclusion that it means money out of their pockets not to handle imported sardines, even at the present high prices, as they can be readily sold. While it is true that prices for all kinds of imported sardines, French, Portuguese and Norwegian, have advanced very materially, it is still a fact that these advances have been fully justified, and prices for imported sardines, compared with those of other commodities, are really to be considered cheap, or at least reasonable. In Norway, unfortunately, there has been no catch either of sardine-herring or of real brisling, consequently there are hardly any offerings worth while at the present moment. In France, of course, no catch. There should be a good catch of sprats just now, but unfortunately, there is a lack of fishermen, and the few fishermen there dare not venture far out in search of sprats; and furthermore, whatever is packed of French sardines and sprats is badly needed for home consumption. Those are our latest reports from France. In Portugal the catch is rather unsatisfactory.

In consequence of all the aforesaid, prices for all sardines are very strong, and the demand is really good.

STROHMEYER & ARPE CO.
New York.

Wheat and Flour.

This has been a stormy week in wheat circles. Fear of an embargo and the prospective curtailment of the foreign demand, by reason of the conservation plan of the United Kinkdom, are responsible for the demoralization. Now that the excitement has subsided, let us calmly consider the matter and see if there is any substantial foundation for it.

In our market letter of November 18th we discussed, in detail, the probable saving in consumption that would result from the proposed conservation scheme. We pointed out in this letter that by reason of the large quantities of flour now in transit to the United Kingdom, and the further quantities already under contract, any legislation along this line would effect barely more than six or seven months of the year's consumption, and that a saving of 20 per cent. for this period would mean only 35,000,000 bushels.

With importing nations needing 600,000,000 to 640,000,000 bushels, and only 480,000,000 in prospect in exporting countries, it is readily seen that the task of making both ends meet has only begun; indeed, there is no assurance that so much as 480,000,000 can be obtained from exporting countries; for Australia, from whence 112,000,000 bushels are expected, will harvest this month and India will not harvest until April, so that the 48,000,000 bushels which she is expected to contribute is far from being assured.

The International Institute of Rome, in a recent report, says: "All nations are confronted with a grave situation, owing to the great deficit in wheat crops." It predicts a quick decrease in the large visible supplies both abroad and in this country. It states that the requirements of Europe are enormous. This is further corroborated by the official report that France, alone, during September and October, imported 24,876,000 bushels, as against 16,000,000 bushels for the same period last year—an increase of over 50 per cent.

We must bear in mind that the native crop of France this year is 52,000,000 bushels less than last year and that their imports last year were over 100,000,000 bushels. All reports indicate that during the next eight months imports of foreign wheat will be required on a huge scale.

Notwithstanding the drastic decline in prices, the news of the week has been bullish, in that further reductions have been made in the estimated surplus from Argentina and rust reports from tralia. From a demand and s standpoint, there has been absolute reason for the market decline. the continued talk of an embarg wheat that is bringing about the of confidence that has been mani during the past two weeks. We c believe that an embargo will be on wheat. Those who are most in the effort to bring it about se think that their statement, that more that is exported the less re at home," is an unanswerable argu

There is no denying the fact t an embargo is placed upon any c commodities exported from the co the home supply is increased, bu should wheat be singled out and a bargo placed upon it alone? The argument would hold good with oats, cotton, lumber and steel. were to stop all exports we would a complete industrial paralysis. (is selling at 20 cents a pound, a are satisfied that political expe would make the Southern Congre join forces with the Western Con man to prevent such legislation. ever, until the matter is decided be the "sword of Damocles" ha over the market. Until then w likely to see some wide fluctuati prices, but ultimately we are higher prices than have yet reached.

SHANE BROS. & WILSON C
J. W. C
Philadelphia, Pa.



The above is the Thanksgiving advertisement of a chain *drug* store. It is interesting because it advertises no drugs whatever. Most of the articles advertised are groceries; the balance belong to a candy store and a cigar store. Grocers should really look at the Riker-Hegeman concern as another chain grocery concern.

Spices.

The market continues very prices being higher than last quotations on several articles. D tic demand continues large and th also a good demand from abroad. supplies here are small and all f markets are quoting higher prices advance in freight rates for ocea nage and the scarcity of goods ha come serious factors. It therefore to us like extreme prices for ma ticles over the next 60 or 90 day

Pepper. All grades are firm. T Tellicherrys and Aleppys have adv fully 1 cent per pound this week gapores and Lampongs are very though unchanged in prices. peppers are all quite firm and lik go higher.

Cloves.—In usual routine de Prices steady, but unchanged duri week.

Pimento (Allspice).—In very demand at present, at generall changed prices.

Mace.—In fair demand. Price changed.

Nutmegs.—Are very steady grades. Higher prices are very able, as stocks here are unusually

Cassias.—Both Saigon and grades are very active. China ularly is firmer and higher, on a of advance in freights.

Paprikas.—There is a great s of spot supplies. Lower grades ularly are in active request at p Higher prices, we believe, will on tapioca over the winter month

Seeds, Herbs, Etc.—Nearly eve ticle in the line is active and are tending upward. Caraway, c der, cummin and poppy are all and active. Supplies here are Mustard seeds are in good de Sage and sweet herbs now sellin large way.

McCORMICK &
Baltimore, Md.

Rice.

The demand is slackening som and the situation is without any ially interesting feature. It is har be expected otherwise at the p juncture, as the trade are giving attention principally to holiday The market for this reason tends activity, but prices remain stead unchanged. The mills are not pu

offerings and are sitting tight at
It is conceded that the supply
nduras grades, especially the fancy
are steadily becoming scarce and
ore command full figures.
ices from the South along the At-
coast report that trade has slack-
ıp somewhat during the past week,
to the approaching holidays, and
arge improvement is not looked
ıtil after the turn of the year.
New Orleans, in the market for
the demand is very quiet, and this
ion is expected to prevail until
the holiday period.

D. Talmage's Sons Co.
v York and New Orleans.

·al New Food Bills Introduced in Congress.

ur bills, designed to touch the
cost of food, were introduced
ongress on Monday last by
esentative Fitzgerald, Demo-
of New York. Two propose
d embargo. One would regu-
transportation of cold storage
s and another would regulate
dmission of farm products and
ıfactured foodstuffs to the
el post and reduce the rates on
. "The enactment of either of
ills," said Representative Fitz-
ld, "will bring immediate re-
to the country. The people
action; they are heartily tired
lk and investigations." A mass
titions was filed in favor of the legislation. One embargo resolution would prohibit exportation of any farm product or manufactured foodstuffs for one year. The other would empower the President to suspend exportations whenever prices became extortionate and public interests require. Both bills would provide for shipment of food to Americans abroad or to peoples made destitute by the war, pestilence or other extraordinary events. Interstate transportation of cold storage foods, unless the date of storage is distinctly marked, would be prohibited, together with an arbitrary prohibition of interstate transportation of any product in cold storage more than ten months, except butter, which might be held longer. Other food bills included a joint resolution by Representative Lindberg, Republican, of Minnesota, proposing a special Congressional Committee to consider all food embargo measures and to report by February 20th. Representative Emerson, Republican, Ohio, introduced a resolution for report by Secretary of Agriculture on the advisability of a wheat embargo and legislation on shipment of foodstuffs.

Manufacturers Representatives' Association Dines Over Three Hundred Guests.

Holds Annual Banquet at Bellevue-Stratford Hotel. Guests Include Jobbers From Three States. Well-Known Politicians Among Speakers.

The Philadelphia Association of Manufacturers' Representatives held another of its celebrated annual banquets in the Rose Garden of the Bellevue-Stratford last Thursday evening. Over three hundred men sat down, and the room was filled very nearly to capacity. The Entertainment Committee consisted of George Nowland, chairman; W. R. Cooke, E. T. Gillespie, W. H. Rohr, S. H. Frowert, M. L. James, C. C. Green, C. Herbert Powers, M. L. Root, Truman L. Palmer.

The invited guests included various trade celebrities, representatives of other local associations, and wholesale grocers from all over Pennsylvania, New Jersey and Delaware.

The speakers were Senator Charles A. Snyder, Auditor-General elect, who delivered one of his racy and interesting monologues on thing in general; Arjay Davies, president of the Tri-State Wholesale Grocers' Association, who spoke of the relation between the two organizations; Public Service Commissioner M. J. Ryan, who represented the Governor of Pennsylvania, and who eulogized both his hosts and Governor Brumbaugh, Commissioner Foust and others.

Robert Stewart, retiring president, made a distinct hit as toastmaster. Robert is a quiet chap, whom one doesn't think of at once in connection with such affairs, but he was right there with the goods, presided ably and composedly, and his little speech in opening the programme was a gem.

Alum Can Go in Pickles in Kansas Now.

Kansas has modified its food regulations to permit the use of alum in pickles. Under the present situation Kansas merely acquiesces in the Federal regulations, which permits the use of alum up to one-tenth of one per cent., in preserving pickles instead of prohibiting it absolutely.

For the Serious Consideration of all Retail Grocers

From various sources of information we learn that at this winter's session of the Legislature, in several States, bills may be offered which would seriously affect all methods of premium-giving. In fact, if such bills were to be passed, all manufacturers packing their own coupons and giving their own premiums would be prevented from employing this method of advertising.

We do not believe the retail grocers wish or have any intention of endorsing bills of this kind and we ask that you carefully consider any proposed legislation before endorsing a bill which would prevent the manufacturer from offering his own coupons.

A premium coupon packed *by the manufacturer* and redeemed *by the manufacturer* direct from the consumer costs the retailer nothing. It causes him *no* annoyance but helps him sell goods, as the coupons are of intrinsic value to the consumer.

There are different methods of premium-giving and it would be a detriment to your business, unjust to your customers and unfair to the manufacturer to have bills passed which, while intended only to affect certain methods, would prohibit all branches of this great profit-sharing mode of advertising.

Therefore, be sure you thoroughly understand the real issues before endorsing any anti-coupon measure

KIRKMAN & SON

Makers of

Kirkman's Borax Soap
Kirkman's White Soap
Kirkman's Soap Powder
Kirkman's Scouring Powder

THE NEW YORK LETTER

(Continued from page 5.)

ling manufacturers of trademarked products to fix the wholesale and retail reselling prices. The League has adopted the following resolutions on the subject:—

Whereas, The use of well-known articles as cut-price advertising bait to sell unidentified, anonymous goods causes many small stores to quit handling such well-known articles and thereby drives them from the market or makes it difficult for housewives to obtain them through usual, convenient channels; and

Whereas, Such articles of proved value serve as yard sticks by which new articles of similar character are measured; and

Whereas, It is essential that consumers shall be assured the opportunity to purchase articles of uniform quality with which they are familiar and which have proved by test to be satisfactory; and

Whereas, The measure now pending in Congress and known as the Stephens-Ashurst bill is designed "to protect the public against dishonest advertising and false pretenses in merchandising"; therefore be it

Resolved, That the National Housewives League heartily endorses the Stephens-Ashurst bill and recommends its speedy enactment into law; and the National Housewives League recommends that all organized consumers place themselves on record in favor of this bill and use their influence in its behalf.

Whereas, The American Fair Trade League is now actively engaged in promoting the enactment into law of the Stephens-Ashurst bill now pending in Congress; the National Housewives League being in full accord with the principles, purposes and provisions of said bill; therefore be it

Resolved, That the National Housewives League co-operate with the American Fair Trade League in advocacy and support of the Stephens-Ashurst bill aforesaid; and the president of the National Housewives League is authorized and directed to arrange and carry out the details of such co-operation.

* * *

It is stated that in an effort to reduce the price of eggs, John J. Dillon, of the State Department of Foods and Markets, will resurrect the order which he made several months ago compelling sellers of cold storage eggs to mark the words "cold storage" on every egg offered for sale.

* * *

Coffee roasting concerns from New York, Boston, Philadelphia, Baltimore and Ohio, numbering about 25, held a meeting at the Republican Club, in this city, during the week, to discuss the crisis which they are facing by reason of the very heavy increases in the cost of manufacture, packing and marketing of bulk and package roasted coffee. The purpose of the conference was to find some plan by which the expenses of the business could be scientifically reduced. Resolutions were adopted which will be mailed to coffee roasters throughout the United States. The substance of these was that many coffee roasters are not adequately posted about their costs of doing business, and therefore do not know what profit is made. The resolution urged the members, in the interests of the consumer as well as of the coffee roaster, that "all coffee roasters inquire into and study with great care the costs of the various items entering into the cost of manufacturing, packing and distributing coffee in order that each roaster may know the true relation between his cost and the selling prices and determine for himself with accuracy at what prices he can afford to sell with justice to himself and the consumer."

* * *

Cyrus D. Jones, of Scranton, Pa., and Brooklyn, N. Y., on Wednesday last disposed of the controlling stock of the Grand Union Tea Co., which operated 200 stores throughout the country. The deal was closed in New York, and the company was taken over by Merrill, Lynch & Co., of New York. There is $4,000,000 of seven per cent. preferred stock and $10,000,000 common stock in the deal which ended in the sale of the Grand Union Tea Co. The transfer of interests involves 200 Grand Union Tea stores, 60 Globe Economy Groceries, a pottery works at Trenton, N. J., which makes all crockery handled in these stores, and Jones Bros. Co., which put out other supplies. The new syndicate which will hereafter conduct the above enterprises will have as its president Harry Jones, of Brooklyn, son of Cyrus Jones; Arthur Jones, another son, is to retire business because of poor h Cyrus D. Jones, principal own the Grand Union Tea Co. sto to take the preferred stock o new concern in part payment interests. The earnings o Grand Union Tea Co. for the sixteen years have run an from $700,000 to $1,000,000.

Summarized Market Co ditions.

Tea quiet on account of the day season. All values in this try are steady to firm.—Coffe dull for the same reason. barely steady, although no qu change for the week. Mild quiet and dull.—Sugar consid easier. Raws have sold do 5.14 for delayed shipments a fined is decidedly soft and eas refiners having declined to with rumors of a still furth to 7.15. Demand is light.—C tomatoes weaker, sales being as low as $1.25, with expectat $1.20 f. o. b. factory in a large Nineteen hundred and seve futures are being offerd at $ No. 3s and 80 cents for N Demand very light. Other c goods firm but unchanged. salmon shows continued adva tendency and large way quo is $1.25 to $1.27½, with some ers waiting for $1.30. Tun very scarce and firm. Canned dull with a strong underto Prunes still high but very ina Prices unchanged for the Peaches and apricots quiet and Raisins fairly active at maint prices. Currants still very and dull.—Provisions heavier count of some pressure to sel heavy hog receipts.—Wheat the week somewhat lower o count of the embargo talk.— in very light demand at abou changed prices.

Tell Your Customers How to R the Cost of Living.

Nearly everybody buys pancal buckwheat flour at this time of th and the ordinary pancake or buck flour requires the addition of mil its proper preparation; that mea added expense of milk, but with *Jemima Products, Pancake Flou Buckwheat Flour*, the *milk* is al mixed in it and your customers a saving with every purchase. Jus handing out a quart of milk with package. By telling them about i do them a favor. Remember, also there is an extensive and effectiv vertising campaign going on to he sell these goods.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

927 Arch Street

PHILADELPHIA

Cold Weather Specialties

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles — hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

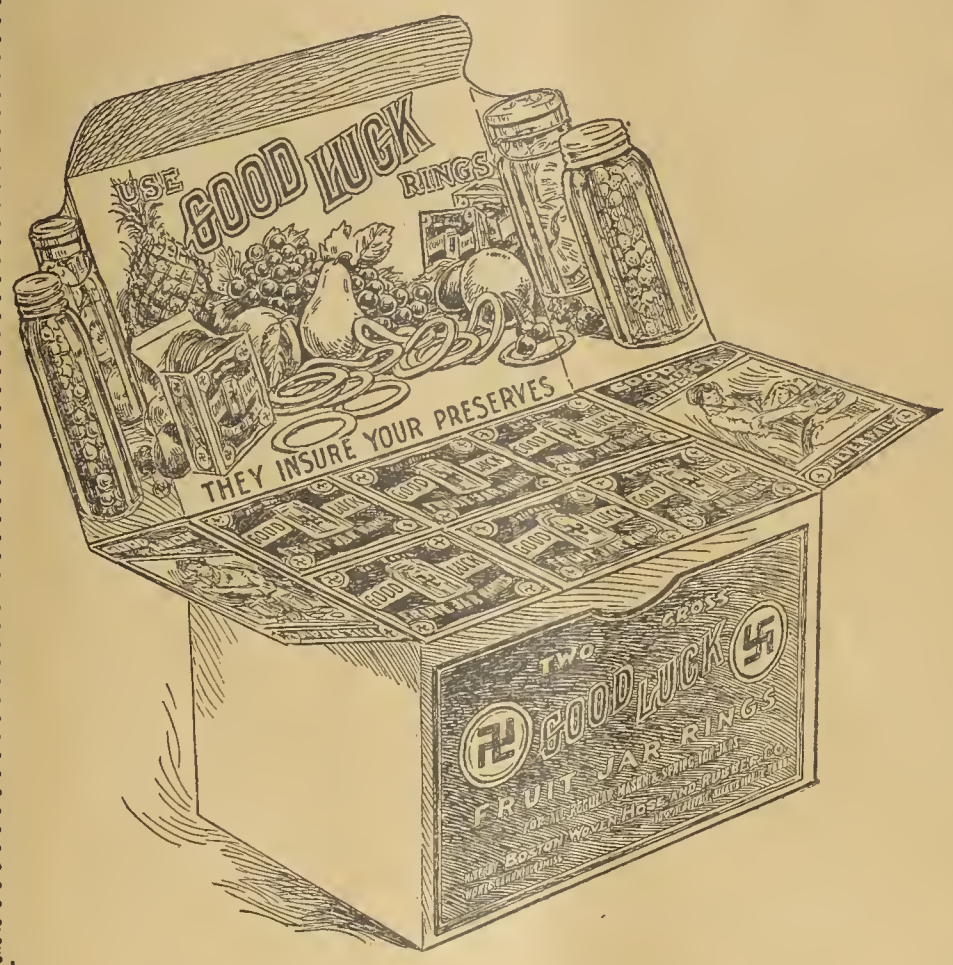
Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA



A Good Scheme to Sell Good Jar Rings

A good live grocer that we know said he could sell twice as many jar rings if he sat the box on the counter as he would if he put it on the shelf.

That idea is back of the display container shown above, which talks ***Good Luck Jar Rings*** every minute with its silent but effective tongue.

See that line on the front of the lid: "They *Insure* Your Preserves." We pride ourselves on that line—it contains the whole story of ***Good Luck Jar Rings,*** which are made only of good live rubber and live a year without the slightest impairment of their resilience. No jar of fruit, properly sealed with a ***Good Luck Jar Ring,*** will ever go wrong because the ring went back.

You can handle cheaper jar rings, but you are very, very careless if you do.

Boston Woven Hose and Rubber Company

LARGEST MAKERS IN THE WORLD

CAMBRIDGE, MASS.



One Way We're All Cowards.

A customer of mine told me to go back to his office one day last week to wait for him till he got through some business. I noticed that his face was red as fire, but I thought maybe it was only because he'd put on his red flannel panties that day for the first. I went back and in a little while he come.

"Codlam him to everlasting mell!" he said as soon as he got in the door. "Blast the little blank of a blank!"

"You win," I said, "that's better'n I can do. And I'm pretty good, too. What's the idea?"

"Holy mell!" he went on, "if I wouldn't like to turn that little devil up and go at him with a lath with a nail in the end! Blanketty blank his little soul to mell! I'd give a thousand dollars to get at him!"

"Look a here!" I said, "you ain't meaning me, are you? Because if you are, by gravy, I'll—"

"Oh shut up!" he said, "I'm not thinking of you. I don't even know you're here! I'm simply unloading my feelings about the biggest pest on earth! Codlam him, I say!"

"If you'd feel better to tell a real gentleman what it's all about," I said, "I'll be the gentleman, but I'll have to ask you to be more ladylike in your talk. I ain't used to hearing anybody talk that way but meself."

"My Lord!" he said, "I don't know what to do about it! He'll put me in the insane asylum if I have to stand it much longer! Holy smokes!"

"Say, you ain't talking about William Jennings Bryan, are you?" I said, trying to be sociable.

"Oh go to mell!" he said, "I don't want to hear any jokes!"

When he'd wiped his face and cooled off a bit he went on:—

"I'm talking about a miserable boy named Tommy Morgan," he said. "The son of one of the best customers I've got. She's a widow with all kinds of money, and she thinks he's an angel. I can't afford to lose her trade, for she can switch some besides her own, and I have to stand things from young Tommy that near drive me crazy.

"He's twelve years old and he'll be hung before he's dead (I let this pass) as sure as you live! I hope so anyway. He does such blame fool things! This morning he came in here with an order from his mother, and he hadn't been in the store five minutes before he opened up the cheese safe and dug about a quarter of a pound right out of the cut side *with his fingers*. I can't be watching him all the time!"

"Well, charge it to his mother," I said.

"I tried that once," he said, "and she called me up about it and got mad as blazes when I told her what it was. Said she wouldn't pay it—it was up to me to keep him from taking things. All right, I said, I will in future. The very next day he came in again and started to steal an apple. I nailed him and made him put it back. He wouldn't do it right away and I took hold of his arm. Then he went home and told his mother I'd hit him. She called me up again and was even madder than the first time. So now I have to take it. He's the meanest, most vicious little hyena that ever lived! He's had it in for me ever since I made him put that apple back, and the other day he upset two baskets of sweet potatoes that I had on the outside of the store. I know it was him—I saw him around the store the minute before. And steal—he'll steal anything! Last month I had a demonstrator in here for ——— pancake flour. She was baking little cakes and giving them out. He came in the store and worried her till she gave him six. *Six!* Then when she wouldn't give him any more he pulled down a pile of packages all over the floor and ran out! Wretched little louse! Why he'll put me out of business if he keeps on! I'll sell out just so I can wait for him some night and take him up an alley!"

You ain't got any idea how that man was worked up about that. Honest, he looked like he'd have apoplexy. It's my hunch something'll happen to him if he has to stand much more. Of course there's others. I'll bet every man that reads this could tell a tale about some of his customers' kids that think they own the store just because their mother buys goods there. It's something all of us have got to stand. Even me. I used to have a customer—he's went out of business now—that used to take me upstairs every time I went there to see his new baby. I figured out both him and his wife must have had colds in their heads all the time. For they couldn't seem to smell a thing. I could, though. The kid was only six months old, but he smelled like he was sixty. Just plumb dirty. I suppose they kept him down to one didy a week, and I must always have got in to see him on the last day. Well, I had to stand that because his father bought goods off me. We all have to stand it—it's one of the ways all of us are cowards.

But it ain't always so bad as the case of Tommy Morgan. I know what I'd do—I'd pay some roughneck to capture Tommy some time and take him out where nobody could hear yell, and then give him his medicine.

To earn his money the ro neck would have to fix To so he'd have to sit down o chest for at least a week. I' him how.

THE STROLL

Pennsylvania Organizat Notes.

The retail grocers of York organize on December 13th. Smedley will be present and the committee.

* * *

The Pottstown Associatio forming a club, the object of is to induce a large number members to visit the Retail chants' convention at Mt. C next August.

* * *

The convention of secre called for Erie December 15t 16th has been postponed. I be held at Wilkes-Barre in M

* * *

The Pottsville Association succeeded in inducing City cils to agree to a boulevard ing system, a certain amount cost to be borne by the merc New officers were nominate December 4th. The moving p film, "Troubles of a Retailer," be shown on December 15t

* * *

B. J. Munchweiler, the sal pert of the Philadelphia "Re addressed the Frankford groc December 4th on "Salesman There was a large attendance

Introducing Nice & Schreiber

Beginning with this issu Nice & Schreiber Co., of 8- South Water street, Philade an old-established butter an house, dealers also in chees oleomargarine, will seek to o a portion of your business.

The price and quality of goods will compare favo with any, and in many case can obtain quality at a price l than you can get elsewhere.

They have taken hold o Algood brand of oleomarg which, being "made in Elgi guaranteed to give satisfa The demand for oleomargari constantly increasing and makers of "Algood" claim t will increase your business pay you a nice profit. Ni Schreiber Co. will be glad to from you.

The Science of Retail Advertising

This department is devoted to the criticism of advertising matter sent in, to the ...vising of new advertising ideas for special occasions, upon reguest, and to the sug...sting of original advertisements when data is supplied. All communications sent for this department should be addressed to the Editor of Science of Advertising. ...ey will be filed in their order and taken up in strict rotation.

retail grocer or general ...eeper in the average coun...wn practically always has ...e in getting the country ...r to give him the right sort ...ographical display. I mean ...play his advertising matter ...to make it put its best foot ...ost and get the best results. ...body in the advertising ...ess agrees that typograph...isplay has a very great deal ...with the getting of results. ...considered so important, in ...that some advertising men ...a specialty of just laying ...dvertising matter for the ...r.

* * *

...average country newspaper ...inting office is very poorly ...ped with type. Most of it is ...me or all of it is badly worn and battered, and the styles are antiquated and obsolete. This comes because in many cases because the country printer has such a hard time to get along that he can't afford to buy new type. This is hard on him of course, but harder on the advertiser because his advertising is robbed of efficiency by it. I heard of a country grocer the other day who is somewhat of a student in advertising, and who has had a stand-up fight with his local printer about advertising for a long time. Finally he spent about $35 for new type himself, taking the advice of an advertising man whom he knew, and the printer now uses that type on his advertising only. I saw some of it the other day, and if it hadn't been pasted in a scrap book I would have taken some of it along and reproduced it here. It stood out from the advertising page like a sign post. The type used was a series (large and small letters in the same style) of a plain, open, fairly black face, and in appearance this particular advertisement was so far ahead of every other advertisement on the page as electric light is brighter than a candle. It was a fine investment.

* * *

I asked an advertising expert a question the other day which will interest the readers of this department. He has been in the advertising business for about eighteen years, and has paid particular attention to the reasons why some advertising does not pull. The advertising business is full of surprises like this. Somebody who is believed to know his business carefully and competently prepares an advertisement, and it is placed in the medium which apparently is best adapted for it, and the advertiser sits down to wait. Nothing happens—the advertisement is a frost, and everybody has a different reason for it. This particular expert has devoted a lot of attention to studying why this happens. I asked him what he considered the most likely reason in the greatest number of cases, and he said "undoubtedly poor type display. The advertisement is stillborn. Instead of speaking in a loud, clear voice, it pipes out its little message in a weak, small voice, and nobody hears it. Bad type, wrongly combined, is responsible for this in a large number of cases." I commend that to the readers hereof who feel that their advertising doesn't pay.

Western Packers Triple Their Profits in 1916.

Sales of the Cudahy Packing Co. in the fiscal year ended October 28th were $133,960,966, compared with $116,162,155 the previous year, while net profits were $3,011,415, against $723,642, according to the annual report. A statement by E. A. Cudahy says that of every dollar taken in 80 cents has gone to the farmer, 7 cents to the wage-earner, 5 cents on freight, 4 cents for manufacturing and 2 cents for interest, taxes, insurance and repairs, leaving less than 2 cents as net profit.



A QUART OF MILK FREE

The proper preparation of a package of ordinary pancake flour requires the use of a quart of milk.

Aunt Jemima Pancake Flour

...as the milk already mixed in it—good sweet ...ilk in powder form—not sour milk, nor butter ...ilk.

Just like getting a bottle of milk free with each ...ackage. Get that as a talking point?

Our extensive and effective advertising campaign carrying this message of economy into thousands of homes, and dealers everywhere are profiting thereby. Your customers among them.

Be sure that **Aunt Jemima Pancake Flour** is on your shelves at all times. It really sells itself—quite different from the many unknown brands now on the market that move only when you literally push them out.

...AUNT JEMIMA MILLS COMPANY - St. Joseph, Mo.

...HILADELPHIA OFFICE: 103 South Front Street NEW YORK OFFICE: 105 Hudson Street PITTSBURGH OFFICE: Marine National Bank Bldg.



No. 393.—A Blow at Contracts to Supply the Buyer's "Full Requirements" for a Future Period.

I am asked to discuss a case which was last week decided by the United States Court in California. It laid down the law as to a kind of contract which is in use in a great many lines of business, viz., a contract by a manufacturer or jobber to supply the buyer with whom the contract was made, with his "full requirements" of given goods for a certain period. This form of contract is common in a great many lines of business, and is used to tie up the entire business of a given customer in a particular line. Usually the seller, in order to get this sort of contract, will make concessions as to price and terms, and it has become popular both with buyer and seller. The United States Court finds this form of contract void for indefiniteness and lack of mutuality; in simpler words, because it is one-sided and calls for no definite amount of goods. The decision undoubtedly affects a very large number of similar contracts.

The contract which figured in the California case was between the Anaheim Sugar Co., a sugar refiner, and T. W. Jenkins & Co., wholesale grocers, of Seattle, Wash. It was made in June, 1914, before the war was thought of, and was destined to keep Jenkins & Co. buying all of its sugar from the Anaheim Co. for a long time ahead. The refiner agreed to supply Jenkins & Co. with "their full requirements" of sugar for the month of August, 1916, at $4.20 per bag. When August, 1916, came the market had advanced to $7.30 per bag, and it may be well be understood that the refining company began to look into its contract a little more closely to see if there wasn't some way of avoiding it. Jenkins & Co. made demand under the contract for 4,800 bags of sugar at $4.20, claiming that was their full requirements. The refining company refused to deliver 4,800 bags on the ground that the contract was null and void, and Jenkins & Co. sued for $13,020, the difference between $4.20 and $7.30 on the amount not delivered. The court now decides that the contract is bad, and the refining company need not pay anything.

I take the liberty of wondering whether the refining company would have considered the contract null and void if the market had gone down instead of up.

The court decides that the contract cannot be enforced because it does not involve the mutuality and the definiteness which the law requires. Mutuality is the quality by which both parties have to do something. If under a contract only one party is to do something, it is void for want of mutuality. Thus, if A, an employer, makes B, his employee, sign a contract agreeing to work for A for one year, without the right to quit even on notice, but includes a provision by which he, A, can discharge B any time he likes, the contract—as to that part of it—would be void for lack of mutuality. Definiteness in a contract means certainty—as to date, parties, terms, duration and *quantity* of whatever is covered.

The court's reasoning in throwing this contract out was pretty convincing. It said that the agreement merely stipulated that the sugar company should deliver to the jobbing company, and the latter should accept, all of the latter's sugar requirements for August, 1916. As a matter of fact, says the court, the Jenkins Co., when the contract was made in June, 1914, had no "requirements" for August, 1916, for whether they should sell *any* sugar depended on the price they should a they asked one price the sell an unlimited amount o and if they asked anoth they would sell practical So the contract cove definite quantity whatev was bad both because it mutuality, and because entirely indefinite as to A contract above everythi be definite. If I agree in to sell somebody "musli fail to say how much mu contract is not worth the is written on.

The crux of the case, v I see it, strikes down many contracts of this cla ruling of the court that

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Do You Miss Anybody?—Customers will drop away. They do, I know, in the best regulated stores. It's your duty to report every missing customer. Sometimes the firm will write her a letter. Often the fellow who reports will be asked to go and see her. It's a feather in your cap to reclaim a customer. And you shouldn't be backward in letting her know it. Get her back if she's worth getting back! That's your mission. That's good, effective work. Some women like to be noticed. They like to know that their patronage is important to the general success of the business. It's a good impression to give. A woman of this stamp is a good advertiser. Being self-centered, she'll talk of your personal attention. She'll speak of the interest the firm has in good customers. So, I say, keep after good customers that are missing. There should be no excuse to lose a regular customer. The danger is in delaying and allowing her to get in friendly relations with the other concern.

* * *

When a Price Drops,—Especially on a thing like eggs or a thing like butter, tell it. To be sure, the boss may for a few days be a loser, but it shows you're there with the market price at the market time, and that's a wonderfully good name to get.

* * *

Keep Above the "Knocker."—The knocker is a coward. Sometimes he has ability; sometimes you'll find him a worker, but one thing you'll always find him to be—a coward. At one of our clerk meetings I said: "Gentlemen, there's to be no knocking in this concern except right at these meetings, face to face with the subject of your grievance." Boys, act above the knocker. Face your man in a manly wa it out. It will give you self r it will instill respect from otl help the miserable knocker- that smiles with his lips wh smeared with poison. Makir is tonic for him. Learn to fearful habit. Act the man fellow worker.

* * *

"I Can and I Will."—The best five words you can engrav mind for getting along. T stopping the fellow that acts persistently. All the powers can't keep down the clerk with and-I-will habit. As I said not there are going to be, in the ne in this country hundreds of l positions for first-class grocer executive ability. Study you and get yourself in shape for tunity. It's coming. Be fu mined about it, and when tr your way kick them over, eve the I-can-and-I-will spirit.

* * *

What Are You Doing wi Fruits?—The boss will proba lot of choice peaches one of th they are very cheap. Fill th and put a big sign on them, a the people carry them off. Dis prunes. It's nearly the very the season. Same with apples etc. Making a success of th business, mind you, is very la result of studying conditions. want to impress you—don't le do all the thinking. The mor to-day the more you'll get t morrow, and the first thing y that little counter space will be for you.



LENT DAYTON
O. 10 MEAT SLICER
Dayton Slicers are being sold than all other
There's a mighty good reason behind the
us growth of this new industry, and the reason
here is nothing like it on the market at any
t is the acme of perfection.
SEND FOR PARTICULARS
ONEYWEIGHT SCALE COMPANY
strict Office: 1329 Arch St., Philadelphia, Pa.
Main Office: 326 W. Madison St., Chicago, Ill.

acing Results
racing results is a satis-
ory occupation if it
ws dollars saved or dol-
earned. If you are a
ver-user, do you know
much it is costing you?
about how much, but
ctly! Will you let us
w you? If your plant
be reached by our
vice, we will make com-
hensive power tests and
mates with a view of
oducing Central Station
ver, without charge or
gation to use our Service.
E PHILADELPHIA
ECTRIC COMPANY
NTH AND CHESTNUT STS

Two Hundred
Turnovers"
a Year
Two hundred times a year
u turn over capital invested in
leischmann's Yeast—
at's about an average.
True, the amount involved
small but the principle is
ofitable and there's not one
nt's worth of dead stock,
aste, or loss to figure.

buyer buys to sell again (which as I have explained, means that his requirements for a future period cannot possibly be foretold as they depend on price and other things), the contract under which he buys is null and void unless a definite quantity is named. "Full requirements for August, 1916," means nothing. "Four thousand bags to be shipped during the month of August, 1916," would have meant something, and would undoubtedly have been upheld, because such contracts always have been upheld.

It doesn't seem to be possible, when this definiteness is lacking in the contract, to supply it by outside evidence either. In this case Jenkins & Co. offered to prove that their full requirements for August, 1916, were 4,800 bags, and therefore the contract required the sugar company to deliver that much. The court rejected this evidence on the ground that a contract has to be complete is the beginning.

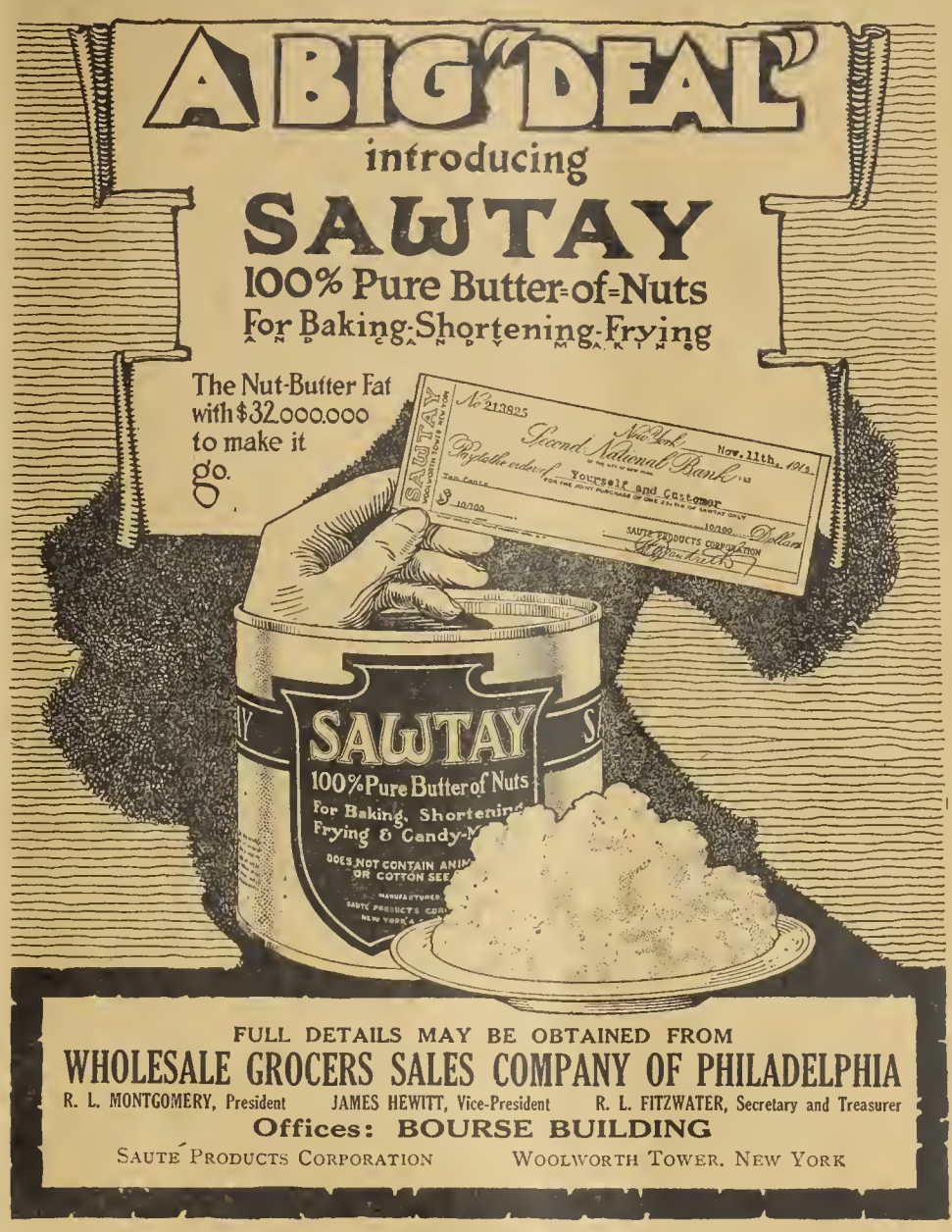
It is interesting that in this case the sugar company in an effort to satisfy Jenkins & Co. actually delivered 600 bags at $4.20. Jenkins & Co. were not satisfied but wanted 4,800, and sued for the other 4,200. The court decides that the sugar company needn't have delivered even the 600 bags.

Perhaps I do not need to state the moral again, but I will restate it so that it cannot possibly be missed: Do not contract to buy—if you want the goods—"full requirements" for any future period without stating what those full requirements will be.

(Copyright, December, 1916, by Elton J. Buckley.)

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Please find check inclosed for two years' subscription to the "Modern Merchant and Grocery World." I would feel lost without it.—William Cathcart, Newburgh, N. Y.



Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Household Specialties.

Singer Brothers, 82 Bowery, New York City. Write for catalogue.
United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.

Goods That Are Being Advertised to Your Customers

"Modern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

December

The American Magazine.

Ivory Soap, one page.
Campbell's Soups, one page.
Lowney's Chocolates, one page.
Pompeian Olive Oil, one inch.
Jones' Sausage, half page.
Fairy Soap, one page.

Collier's Weekly.

Postum, quarter page.
Swift's Lard, quarter page.
Jones' Dairy Farm Sausage, quarter page.
Butter Kist, quarter page.
Eagle Milk, four inches.
Nabisco, quarter page.
Dromedary Dates, four inches.

Delineator.

Old Dutch Cleanser, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Postum, quarter page.
Crisco, quarter page.
Jiffy Jell, half page.
Dromedary Dates, quarter page.
Steero Cubes, one page.
Royal Baking Powder, five-eighths page.
Pompeian Olive Oil Salad Dressing, one inch.
Armour's Products, one page.
Three-in-One Oil, four inches.
Faust Coffee, three inches.
None Such Mincemeat, four and a half inches.
Knox Gelatine, eight inches.
Purity Cross Creamed Chicken, two inches.
Minute Tapioca, three inches.
Snider's Catsup, one page.
Crisco, one page.
Campbell's Tomato Soup, one page.
Libby's Products, one page.
Borden's Condensed Milk Co., quarter page.
Steero Cubes, quarter page.
Grape Nuts, quarter page.
Dromedary Cocoanut, quarter page.
Procter & Gamble's White Naphtha Soap, half page.
None Such Mince Meat, four and a half inches.
Three-in-One Oil, four inches.
Armour's Lard, quarter page.
Pettijohn's, four and three-quarter inches.
Pompeian Olive Oil, one page.
Old Dutch Cleanser, one page.

Designer.

Old Dutch Cleanser, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Postum, quarter page.
Armour's Products, one page.
Jiffy Jell, half page.
Knox Gelatine, eighth page.
None Such Mincemeat, four and a half inches.
Crisco, quarter page.
Dromedary Dates, quarter page.
Three-in-One Oil, four inches.
Royal Baking Powder, three-eighths page.
Minute Tapioca, three inches.
Steero Cubes, one page.
Pompeian Olive Oil Salad Dressing, one inch.
Snider's Catsup, one page.

Everybody's Magazine.

Ivory Soap, one page.
Pompeian Olive Oil, one inch.
Nabisco, one page.
Swift & Co., one inch.

Ladies' World.

Cream of Wheat, one page.
Old Dutch Cleanser, quarter page.
Campbell's Tomato Soup, half page.
Postum, quarter page.
Dromedary Cocoanut, eighth page.
None Such Mince Meat, four and a half inches.
Knox Gelatine, quarter page.
Borden Condensed Milk Co., eighth page.
Minute Tapioca, two inches.
Pompeian Olive Oil Salad Dressing, one inch.
Aunt Jemima Pancake Flour, one page.
Fairy Soap, quarter page.
Three-in-One Oil, four inches.

McCall's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Armour's Mince Meat, third page.
Postum, third page.
Shredded Wheat, third page.
Morris Tested Foods, third page.
Old Dutch Cleanser, third page.
Fels Naptha Soap, third page.
Dromedary Dates, third page.
Knox Gelatine, eight inches.
Jiffy Jell, one page.
Arbuckle's Coffee, fourteen inches.
Crisco, fourteen inches.
Royal Baking Powder, fourteen inches.
Three-in-One Oil, two and a half inches.
None Such Mincemeat, four inches.
Minute Tapioca, three inches.
"Full Meal," Haserot Canneries Co., one page.
Pompeian Olive Oil, one page.
Jell-O, one page.

McClure's.

Royal Baking Powder, one page.
Ivory Soap, one page.
Campbell's Soups, half page.
Shredded Wheat, one page.
Eagle Milk, quarter page.
Postum Cereal, quarter page.
Butter Kist, quarter page.

Pictorial Review.

Cream of Wheat, one page.
Crisco, one page.
Campbell's Tomato Soup, half page.
None Such Mincemeat, half page.
Steero Cubes, half page.
Borden's Condensed Milk, quarter page.
Armour's Pure Lard, quarter page.
Postum, quarter page.
Shredded Wheat Co., quarter page.
Sunkist Lemons, quarter page.
Knox Gelatine, eighth page.
Three-in-One Oil, three inches.
Purity Cross Creamed Chicken, two inches.
Pompeian Olive Oil Salad Dressing, one inch.
Jell-O, quarter page.
Dromedary Dates, quarter page.
Royal Baking Powder, three-eighths page.
Beech-Nut Peanut Butter, eight inches.
Minute Tapioca, two inches.
Old Dutch Cleanser, one page.

The Outlook.

Swift's Pure Lard, one page.
Postum, one page.
Ivory Soap, one page.
Dromedary Dates, four inches.
Beech-Nut Bacon, quarter page.
White House Coffee, half page.
Three-in-One Oil, quarter page.
Jell-O, one page.
Shredded Wheat, one page.
Bon Ami, one page.

Scribner's Magazine.

Jell-O, one page.
Jones' Sausage, quarter page.
White House Coffee and Tea, half page.
Dromedary Dates, two inches.
Atwood Grapefruit, two inches.
Ivory Soap, one page.

The Woman's Magazine.

Old Dutch Cleanser, one page.
Ivory Soap, one page.
Campbell's Tomato Soup, one page.
Postum, quarter page.
Crisco, quarter page.
Knox Gelatine, eighth page.
None Such Mincemeat, four inches.
Pompeian Olive Oil Salad Dressing, one inch.
Armour's Products, one page.
Minute Tapioca, three inches.
Dromedary Dates, quarter page.
Jiffy Jell, half page.
Steero Cubes, one page.
Three-in-One Oil, four inches.
Royal Baking Powder Co., five-eighths page.
Snider's Catsup, one inch.

The Youth's Companion.

Cream of Wheat, one page.
Jell-O, quarter page.
Grape Nuts, eighth page.
White House Coffee and Teas, eighth page.
Baker's Cocoa, sixteenth page.
None Such Mincemeat, four and a half inches.
Postum, three and a half inches.
Three-in-One Oil, four inches.
Grape Nuts, five inches.
Walter Baker & Co., four inches.
Crisco, quarter page.

Good Housekeeping.

Old Dutch Cleanser, one page.
Royal Baking Powder, one page.
Armour's Products, one page.
Shredded Wheat, one page.
Procter & Gamble's White Naphtha Soap, one page.
Crisco, one page.
Ivory Soap, one page.
Fels Naptha Soap, one page.
Ryzon Baking Powder, one page.
Rumford Baking Powder, page.
Cox's Gelatine, eight inches.
Runkel's Cocoa, one page.
Welch Grape Juice, one pa
Beech-Nut Peanut Butter, page.
Carnation Milk, one page.
Diamond Brand California nuts, one page.
Three-in-One Oil, four inc
Howard's Mayonnaise Dressing, four inches.
Knox Gelatine, one page.
Pompeian Olive Oil, one in
McMenamin's Crab Meat, page.
Pillsbury's Health Bran, page.
Burnett's Vanilla, four inc
Kellogg's Bran, four inches
None Such Mincemeat, inches.
Franklin Entire Wheat two inches.
Jones' Dairy Farm Sausage thirds page.
Aunt Jemima's Pancake one page.
Coston's Crab Flakes, inches.
Skinner's Spaghetti, one half inches.
Chalmer's Gelatine, one inch
Borden's Milk, one page.
Decker's Iowana Pork Sa one page.
Sauer's Extracts, one pag
Pin Money Pickles, one pa
Morris' Mince Meat, one p
Minute Tapioca and Ge one page.
Dromedary Dates, one pa
Barrington Hall Coffee, on
Baker's Coconut, one page
Swan's Down Cake Flou page.
Sunshine Biscuits, one pag
Hormel's Pork Products page.
Hawaiian Pineapple, one p
Fairy Soap, one page.
Libby's Products, one pag
Baker's Cocoa and Chocola page.

Harper's Monthly.

Shredded Wheat, one page
Postum, one page.
Beech-Nut Peanut Butter page.
Pompeian Olive Oil Salad ing, one inch.
White House Coffee and half page.
Jell-O, one page.
Ivory Soap, one page.
Royal Baking Powder, page.
Grape Nuts, quarter page.
Baker's Cocoa, quarter pag

West Virginia Grocers Trying Back Old Paper Bags Fr Customers.

A number of grocers in ing, W. Va., are now offe buy back from their custom paper bags used in wrappi chases. The present high p wrapping paper and paper responsible for the mo which was a custom many ago. One of the oldest gro the city says that he ente grocery business more than 4 ago and many of his cu would save old paper sac bring large packages of t the store to be traded for m dise.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Isn't There a Lot of Truth in this?

We would hardly go as far as to say that the specialty concerns who use the specialty stamp on their orders are better than the concerns who don't; and yet they are certainly more progressive. And they are doing better by the retailer than the others, because they are doing something which will insure the proper treatment of your order.

The concerns that don't use the stamp leave you to get your order the best way you can, knowing all the time the way the jobber will probably treat it.

The best way is not to sign *any* specialty order unless it bears a specialty stamp.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

Six dozen Economy jars, pints, 30 cents a dozen, 7 dozen Economy jars, quarts, 40 cents a dozen; 4 dozen Economy jars, half gallons, 50 cents a dozen. Containers in good condition and the price is 60 per cent. below original cost.

One Peerless Suction Cleaner (second-hand), as good as new; used very little; original price $14, now $5. This cleaner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

Have for sale Counters, Shelving, Bins, McCaskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, aluminum, six-cup capacity: wholesale quantity price, $1.98; all or part of them at $1.50 each.

Four cases Snowboy Washing Powder, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing Powder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), six compartment, approximate measurements, 20 x 37 x 48; cost new $20 each, at $5 each.

Two Loose-Wiles Biscuit and Cookie Racks, 20-can capacity; cost $5 each, at $2.50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 143.

One No. 1 Royal Coffee Roaster and Electric Motor, good as new; would like to sell for $80.

"J. S.,"
Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made by the American Sales Book Co., of Elmira, N. Y., in good condition; also a Filing Box for sales slips, which goes with it. Cost new, $85; will sell for $15 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, direct current electric motor, complete with Cutler-Hammar speed controller; all in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS.
415 Curtin St., South Williamsport, Pa.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed Pudding, 10-cent packages, at 6 cents per package.

60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent cakes, at 3 cents per cake.

25 cakes Enoch Morgan's Sapolio, 5-cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5-cent cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster, Pa.

Offer No. 148.

Have on hand an Enterprise Counter Coffee Mill, two 19-inch drive wheels; have no use for it, am using electric mill. Also some Wm. Wrigley's Scouring Soap. Make offer.

SNADER & CO.,
Adamstown, Pa.

Offer No. 149.

10 cases Cruiser Brand No. 3 California White Cherries, at $2.

15 cases No. 2 California Apricots, Sweet Briar Brand, 75 cents doz.

WITMAN BROS.,
Harrisburg, Pa.

Offer No. 151.

Five dozen Ladies White Fine Ribbed White Fleeced Pants, size 36, Setsnug brand (6¾ lbs. to dozen on size 36), at $4 a dozen, f. o. b. Palmyra, Pa.

THEO. E. LERCH,
Palmyra, Pa.

Offer No. 152.

We have 16 pounds Tetley's Tea, which we will sell for 30 cents per lb.

Three Toledo Scales, Butchers' Ice Box, Meat Table, etc. Will sell cheap.

C. R. LEE,
212 Penna. Ave., Meadville, Pa.

Offer No. 153.

For sale. A lot of about 2,398 pieces of blue and white lined enamelware, known as the Ideal Agateware, and manufactured by the Cleveland Stamping and Enameling Co., and graded as first class. Will be very glad to mail a list to anyone interested in purchasing same. As the cost has advanced considerably, we will name an interesting price for a quick sale.

C. F. BONSOR & CO., INC.,
Philadelphia, Pa.

Offer No. 154.

One thousand dollar post office equipment, including 331 keyless lock boxes, has been left on our hands, because Government has moved to new building. If you are interested, make an offer.

M. L. JACKSON & SON,
Hammonton, N. J.

Offer No. 155.

Complete equipment of modern grocery store for sale, as follows:—

National cash register, total adder, check thrower, in perfect condition, used about three years; cost $350, sell for $100.

Time recording clock; cost $45, sell for $15.

Platform scale, weigh up to 750 pounds, $10.

Three counter scales, with weights, each $2.

About 60 feet hardwood fixtures, per foot, 25 cents.

About 40 feet hardwood counters, per foot, 40 cents.

Floor coffee mill; cost $30, sell for $10.

Two push carts, Acme style, each $10.

About 20 spice caddies, each 30 cents.

Four-chamber refrigerator, $15.

Cash desk, with drawer, $10.

Potato shovel, scoops, etc., at right prices.

Will sell as a whole, which will include all other equipment now in use, at $200. All guaranteed in good working condition; in use about five years. Can be seen at 1901 Orthodox street, Frankford. Possession any time after December 26, 1916.

Offer No. 156.

I have for sale one Pittsburgh lamp for store, valued at $3 wholesale, for $1.50.

Also one paper baler, valued at $12.50, we will take $8; has not been used very much.

Also a candy or notion show case, with 40 drawers, $12 when new, we will take $6.

Empty egg cases and empty carbide cans, 100-pound size.

J. MASQUELIER & BRO.,
McDonald, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

Every Grocer Should

Send five cents in stamps and

Get acquainted with The Advertising World

That magazine of ad pep. $1 the year

THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

WANT DEPARTME

Answers to Want Advertisements inserte department may be addressed to the "Mo chant and Grocery World" when desired, the advertisement is accompanied by ten postage to pay for remailing the same. Th each insertion is two cents per word in adva

HELP WANTE

WANTED.—Grocers' tea and salesman to handle my line o fixtures on commission. H. F. H 51 N. Second St., Philadelphia,

FOR SALE OR R

STORES.

FOR SALE.—Grocery, centrally in Lancaster County. Stock and about $2,500. Building for re rent. Address E. K., care World Publication Co., 927 A Philadelphia.

FOR SALE.—General store, tw brick building, 75 x 100 feet; s display windows, warehouse ad stock $45,000, groceries, furnitu pets, wall paper, dry goods, r wear, etc.; established for th years. Will sell at a reasonab cash and terms to suit. Ill hea advanced age reason for wan sell. Fine location, big coun lowing. Address A. D. Lydic, M Clearfield County, Pa.

FIXTURES.

FOR SALE.—We have one-hal power alternating current. El meat chopper, in good conditio $145, will sell for $100. Addres Lee, Meadville, Pa.



Window Displays Made

¶ We are building up a big de for **Chase-O** by hundreds of pe walls, bulletins, throughout this tory. A window display in your (we will make it for you) will co your store with our advertising. you write us?

¶ **Chase-O** washes clothes a alone. It is wonderful. Your je

CHASE-O MFG. C

Hancock and Columbia Ave., Philadelp

This Space Reserved

for

C. Wilkinson's Sons

Business has reached the point where there really isn't time to do much pushing for unknown brands. Everybody wants the advertised brands, and any grocer is justified in saying to a manufacturer of an unknown brand: "I really haven't time to argue with customers that they ought to buy your brand, which they never heard of, instead of the advertised brand that they came in here to get."

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
Aunt Jemima Mills Co., "Aunt Jemima Pancake Flour" and "Aunt Jemima Buckwheat Flour"

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, DECEMBER 11, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	7
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	21
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	23
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	24
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Fresh Fish
Dressed Meats
Stove Polish

DECLINES.

Butter
Eggs
Provisions
Lard and Compound
Dressed Poultry
Live Poultry

—1—

SUGAR.

	Barrels.
Cut Loaf	8.80
Eagle Tablets	9.65
Crystal Dominoes, 24 5-lb. pkgs	10.65
" 60 2-lb. pkgs	10.65
Patent Cubes	8.15
Confectioners' Lozenge	7.80
Powdered	7.75
Fruit Powdered	7.65
Dessert and Table, 2-lb. cartons, 48 lbs.	7.95
Granulated, fine or standard, McCahan	7.70
" " Franklin	7.70
" extra fine, bbls	7.65
" " 2-lb. bags	8.05
" " 5-lb. bags	8.05
" " 10-lb. bags	7.95
" " 25-lb. bags	7.95
" " 100-lb. bags	7.65
" coarse	7.80
Coufectioners' Crystal A	7.65
A Confectioners'	7.55
A No. 1	7.50
A No. 2	7.45
Franklin B	7.30
Extra C	7.05
	6.90

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.38
Firsts, ¼ chests	.31
Extra seconds, ¼ chests	.25 -.26
Seconds, new, ¼ chests	.21
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.20
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.37
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.31
No. 1, extra quality, 20-lb. boxes	.34

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.75	.75	.75
Buff Label, I. and C	.59	.60	.61
Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
Orange Pekoe	.59	.60	.61
Red Label, I. and C. or Mixed	.47	.48	.49
Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

Green Label, I. and C., 100. 2-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 100. 2-oz. tins ..... per doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins ..... per tin 1.65
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins ..... per tin 2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ..... per doz.	.75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz ..... per bbl.	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	.70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	23
Mocha Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20¼
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.17½
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.15¾
Rio, prime	.14¼

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (t. o. b. N. Y.)	18.50	18.60
Seven Day (f. o. b. N. Y.)	15.50	15.60

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	.....
Tomson-Hummels, tin, ½ gross ..... per gross	2.60
" imp., ½ gross ... "	2.15
Floto's, improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 3 doz	2.60
" No. 3, 3 doz	4.10
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl ... per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

—4—

BUTTER.

Tub Butter—
Creamery specials
" extra, 60-lb. tubs
" first, " ..
" second, " .....
" third, " .....
" dairy, extra, bakers' use, 30–60 lbs.
" 5 and 10-lb. rolls, 60 and 100-lb. boxes
Print Butter—
Gurnse, lbs. and ½ lbs.
Awltru
Honebe
Star or S. D., 1 lb., 20–50 lb. bozes
B. B., E. D., 20–50 lb. boxes
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes
Sheaf ("400"), Elgin, 20–50 lb. boxes
Sheaf
White Rock

CANDLES.

P. & G., 8s, 30 lbs.
" 16s, 30 lbs.
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
Searchlight, hotel, 16s, 30 lbs.
Peerless, hotel, 16s, 30 lbs.
Bright Light, 16s, 30 sets to box ..... per bo

JARS AND JAR RUBBER

Mason's—
Half gallons
Quarts
Pints
"Good Luck" Rings—
Case lots of 12 gross
Less case lots
Jar Rubbers—
Double lip, wide, 1 doz. cartons
Single lip, wide, 1 doz. cartons
Acme, wide, 1 doz. cartons, 5 gross boxes
" medium, 1 doz. cartons, 5 gross boxe
Lightning, pure rubber, bulk
Reliable, white rubber, wide
" " medium
Black rubber, medium
25-lb. lots 1 cent per lb. less.
Jar Tops—
½-gross boxes, no rubbers
Jelly glasses, fluted, bbls. 24 doz. ..... per do

CATSUP.

Snlder's—
16 oz., 2 doz
8 oz., 2 doz
Ritter's—
Tomato. ½ pint, 2 doz
Tabasco, ½ pint, 2 doz

KETCHUP.

Curtice's "Blue Label," Tomato—
Small, 25 bottles
Medium, 25 bottles
Large, 12 bottles

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CANNED GOODS.

ed Beans—
itter's .....
. & M., No. 2.....
ampbell's, 16 oz., tomato sauce or Boston style .....per case
nider's, No. 2.....
an Camp's, No. 2..... 1.45
ruikshank's, No. 2 .....
einz's, No 2..... 1.60
og's Head, No. 3..... 1.75
itcory, No. 1.....
natoes—
tandard, New Jersey, No. 3..... 1.60
" Maryland, No. 2..... 1.10
" " No. 3..... 1.45
a Beans—
tandard, New Jersey, No. 2..... 1.35
" Maryland, No. 2..... 1.35
ancy, small, No. 2..... 1.85
ng Beans—
tandard, New York, No. 2..... 1.30
xtra fancy, New York. No. 2..... 2.20
ancy, New York, No. 2..... 1.70
tandard, Maryland, No. 2..... 1.15
l Kidney Beans—
tandard, New York, No. 2..... 1.10
" Maryland, No. 2..... 1.00
" Illinois, No. 2..... 1.10
n—
tandard, New York, No. 2 ..... 1.30
ancy, New York, No. 2..... 1.35
tandard, Maryland, No. 2..... 1.30
" Maine, No. 2 ..... 1.35
ancy, Maine, No. 2..... 1.65
hoe Peg, No. 2 ..... 1.40
Whole grain, No. 2.....
s—
tandard, New York, No. 2 ..... 1.25
ifted, New York, No. 2 ..... 1.60
xtra sifted, New York, No. 2..... 2.20
tandard, Southern, No. 2 ..... 1.10
ifted, Southern, No. 2.. ..... 1.20
xtra sifted, Southern, No. 2..... 1.60
tandard, Indiana, No. 2..... 1.10
ifted, Indiana, No. 2..... 1.20
xtra sifted, Indiana, No. 2..... 1.50
tandard, Wisconsin, No. 2 ..... 1.30
ifted, Wisconsin, No. 2..... 1.60
xtra sifted, Wisconsin, No. 2..... 2.20
ts—
tandard, New York, No. 2.....
" " No. 3..... 1.30
" New Jersey, No. 2.....
" " No. 3..... 1.25
cotash—
tandard, New York, No. 2..... 1.25
ancy, New York, No. 2..... 1.40
tandard, Maryland, No. 2..... 1.25
ancy, Michigan, No. 2..... 1.40
paragus—
mall, No. 2½..... 2.60
Medium, No. 2½..... 2.40
arge, No. 2½ 2.80
ips, No. 1..... 2.45
mpkins—
tandard, New York, No. 3..... 1.35
" New Jersey, No. 3 ..... 1.25
inach—
tandard, Maryland, No. 3..... 1.50
ur Krout—
tandard, New York, No. 3..... 1.65
" Maryland, No. 3..... 1.60

California Canned Fruit.

pricots—
Extra, No. 3 ..... 2.95
" No. 2½ 2.35
Extra Standard, No. 2½ 2.10
Standard, No. 2½..... 1.95
rtlett Pears—
Extra, No. 3..... 3.25
" No. 2½..... 2.70
Extra Standard, No. 2½ 2.50
Standard, No. 2½..... 2.35
hite Cherries—
Extra, No. 3..... 3.75
" No. 2½..... 3.35
Extra Standard, No. 2½ 2.95
Standard, No. 2½ 2.60
aches, Lemon Cling, Sliced—
Extra, No. 3 ..... 3.15
" No. 2½..... 2.35
Extra Standard, No. 2½ 1.95
Standard, No. 2½..... 1.75
aches, Lemon Cling—
Extra, No. 3..... 3.15
" No. 2½..... 2.35
Extra Standard, No. 2½..... 1.95
Standard, No. 2½ 1.75
aches, Yellow Crawford—
Extra, No. 3..... 3.00
" No. 2½..... 2.20
Extra Standard, No. 2½ 1.90
Standard, No. 2½..... 1.60

Eastern Canned Fruits.

pples—
New York State, No. 3..... 1.10
" " No. 10..... 2.75
ackberries—
In syrup, No. 2..... 1.55
In water, No. 2 .....
erries—
White Wax, light syrup, No. 2 ..... 1.50
" heavy syrup, No. 2..... 1.60
aches—
Table, No. 3 ..... 1.45
Seconds, No. 3..... 1.25
Pie, No. 3 ..... .95
ears—
Bartlett, Extra Standard, No. 2½..... 2.20
Keifer, syrup, No. 3..... 1.45
" water, No. 3..... 1.00
lums—
Heavy syrup, No. 2½..... 1.35
Light syrup, No. 2½..... 1.20
lueberries—
Maine, in water, No. 2..... 1.50

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Strawberries—
Extra preserved, No. 2..... 2.00
Preserved, No. 2..... 1.75
In water, No. 2..... 1.40
Pineapples—
Hawaiian, Extra, No. 2½..... 2.35
" Standard, No. 2½..... 2.10
" Extra, No. 2 ..... 1.65
" Standard No. 2 ..... 1.50

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.....	2.45
" " No. 2, 2 doz.....	3.75
Clams—	
Star, No. 3, 2 doz.....	1.75
Gold Label, No. 1, 4 doz	.....
Lobster—	
B. & M., No. 1, flat, 2 doz.	6.50
" No. ½, flat, 4 doz	3.25
Star, No. ¼, flat, 4 doz.....	1.75
" No. ½, flat, 4 doz.....	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.60
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.....	1.45
Normanna, Bordelaise Sauce, 100s.....	15.00
" Soused, ½s, oval, 100s.....	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s.....	.....
" dgl., Young Mackerel in Olive Oil, ¼s, 100s.....	.....
Oysters—	
Boyer's, No. 1, 2 doz.....	1.00
" No. 2, 2 doz.....	.....
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconochie's, plain	2.40
Normanna, Tomato Sauce, 100s.....	12.00
" Boneless, ½s, oval, 100s.....	15.00
Roe—	
Normanna, Mackerel, red, oval, 100s.....	15.00
" Cod, 1-lb. round tins, 100s.....	.....
" " high oval tins, 100s.....	.....
Salmon—	
Hapgood's, No. 1, tall	2.35
" No. 1, flat	2.40
Fancy Sockeye, No. 1, flat	2.75
" No. 1, tall	2.45
" No. ½, flat	1.80
Alaska, red, tall.....	1.95
" medium red, tall.....	1.65
" pink, No. 1, tall	1.25
Shrimps, No. 1, wet.....	1.15

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.....	15.00
" " ¼s, Tomato Sauce, 100s	15 00
" ¼s, oval, Royans a la Bordelaise, 100s.....	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s.....	26.00
Boneless and peeled, ½s.....	26.00
" D. & G., ¼s.....	26.50
" Ispa, ½s.....	28.00
" Gondolier, ⅛s, 100.....	23.00
" Landell, ¼s, 100.....	9.50
" Martell, ¼s, 100	.....
" " ½s, 100.....	20.00
" Loyal, ¼s, 100.....	9.50
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s. key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100.....	12.50
Spiced, ¼s, 100.....	10.00
Royanette, oval, ¼s, 100.....	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100.....	18.00
" ¼s, tomato sauce, 100.....	15.00
" ¼s, ollve oil, 50.....	18.00
" ½s, tomato sauce, 50.....	17.00
Sea Queen, ¼s, ollve oil, 100.....	17.00
Sea Pearl, ¼s, olive oil, 100.....	15.00
Tea Time, ¼s, ollve oil, 100.....	13.00
"Herringlets," ollve oil, 50.....	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼.....	16.00
Nansen brand, ¼.....	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless.....	18.00
" ¼, peeled and boneless.....	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100.....	2.50
¼s, key, 100.....	2.75
Irma, ¼s, 100.....	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mariner brand, carton, ¼s, 100.....	3.90
Mustard—	
Irma, ¼s, 100	4.00
½s, 100.....	2.25
¼s, 48.....	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50.....	3.80
Gold Label, ¼s, 50.....	4.50
" ½s, 100.....	7.00
Underwood's, ¼s, 50.....	4.50
Pickert's, Crown brand, ¼s, 48.....	4.00
" Columbias, ¼s, 48	3.00

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CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz.....	2.75
No. 2, 1 doz.....	5.15
Hash, No. ½, 2 doz.....	1.30
" No. 1, 2 doz.....	2.20
" No. 2, 1 or 2 doz.....	4.15
" No. 6, ½ or 1 doz	13 90
Libby's—	
Compressed, No. 1, key, 2 doz.....	2.37½
" No. 2, key, 1 doz.....	4 45

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.65
" No. 1, 2 doz.	2.95
Veribest, tins, small, 2 doz.....	1.80
" " large, 1 doz.....	3 35

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz.....	1.00
" No. 1, 2 doz.....	2.20
" No. 2, 1 doz.....	4.15

Sliced Beef.

Armour's—	
Glass, small	1.85
" large	3.35

Loaf Goods.

Armour's—	
Beef, No. ¾.....	1.65
Chicken, No. ¾	.....
Ham, No. ¾.....	1.65
Veal, No. ¾.....	1.65

Roast Beef.

Armour's—	
No. 1, 2 doz	2.75
No. 2, 2 doz	5.15
Libby's—	
No. 1, 2 doz.....	2.37½
No. 2, 1 doz.....	4.45
Kingan's—	
No. 1, 2 doz	2.75
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.....	2.50
" No. 1, 2 doz.....	4.15
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.....	7.75
" No. 1½, 1 doz.....	10.15
" No. 2, 1 doz.....	13.20
" No. 2½, 1 doz.....	16.25
" No. 3, 1 doz	19.25
Libby's, No. 2½, 1 doz.....	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz.....	1.00
Armour's, Helmet brand—	
No. ¼, 4 doz.....	.50
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.....	1.55
Tongue, No. ¼, 2 doz	1.55
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham...	.....	.....
Tongue.....	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tln.	No. ½ Tln.
Ham	.....	.....
Tongue	.....	.....
Chicken.....	.....	.....
Turkey.....	.....	.....

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s..... 27.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.....	.....
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz.....	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz..... ..	.....
" No. ½, 2 doz.....	.....
" No. 1, 1 or 2 doz.....	.....
Turkey, No. ½, 2 doz.....	.....
" No. 1, 1 or 2 doz.....	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½.....	.....
" No. 1	.....
Turkey, No. ½.....	.....
" No. 1.....	.....
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½.....	11.50
" " No. 2½.....	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

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SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz.....	.90

Soups—	Quarts.	Pints.	½-Pints.
Assorted	3.45	1.95	1.10
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle.....	10.00	5.50	3.00

Armour's—	Per doz
All kinds, No. 1, 4 oz	1.00
Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds.....	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case.....	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Cblcken Gumbo (Okra), 2 Consomme, Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle.....	6.50	3.50	2.00
" clear.....	7.25	3.75	2.25
Terrapin.....	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato..... .90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size.....	1.55
24 cakes, 10c. size.....	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.21
American Milk, 5c. pkgs., 24 to box.....	.85
" 10c, pkgs., 12 to box.....	.85
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs.....	.32
" ¼ lb., 12 lbs.....	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes...	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs.....	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.35½
" ⅛-lb. size.....	.35½
Premium Chocolate, ½s, 12 lbs	.32
" ⅛s, 12 lbs.....	.32
Best Sweet Chocolate, ⅛s, 6 lbs	.21
" " ¼s, 6 lbs.....	.21
Vanilla Chocolate, ⅛s, 6 lbs.....	.27
Hershey's—	Per box
Milk, 24s.....	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz.
Round tins, ¼-lb. tins, 2 doz.....	1.88
" ½-lb. tins, 2 doz.....	3.50
" 1-lb. tins, 1 doz.....	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ½-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes....	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes.....	.35
⅛-lb. cans.....	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ⅛s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton....	.80
Almond Bars, 24 cakes to carton.....	.80
" 12 10c. cakes to carton.....	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ⅛s, 6 and 12-lb. boxes.....	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ⅛s, 6 and 12-lb. boxes.....	.23
Chocolatina, 24 cans to box.....	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins.....	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins.....	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes.....	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.6

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Almond Milk Chocolate, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s aud ¼s, 6-lb. boxes, 12 boxes in case	.27

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per doz.
2-oz. oval cans, 4 doz. in box	.08⅓	1.00
5-oz. oval cans, 3 doz. in box	.20	2.40
½-lb. round cans	.31	3.72
1-lb. round cans	.61	7.32
60 lbs. in case.	Per can.	Per lb.
5-lb. round cans	2.75	.55

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per lb.
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb. boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1-lb. boxes, 30 boxes in case	.55
½-lb. boxes, 60 boxes in case	.55
⅓-lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—

	Per box
No. 1, 25c. size, 6 tablets in box	1 15
No. 3, 10c. size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25c. size, 6 tablets in box	1.15
No. 53, 10c. size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scot Paper Co.—

Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	5.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4 50
Stock No. 21, Waldorf Roll Toilet. 650 sheets, 4½x5, 100 rolls	5.25
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.00
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.50

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod		Mayflower	
¼ lb	.97	¼ lb	.75
½ "	1.16	½ "	.94
1 "	1.55	1 "	1.26
2 "	2.07	2 "	1.68
3 "	2.45	3 "	1.98
4 "	3.03	4 "	2.46
5 "	3.48	5 "	2.83
6 "	4.26	6 "	3.46
7 "	4.65	7 "	3.77
8 "	4.97	8 "	4.04
10 "	5.61	10 "	4.56
11 "	6.39	11 "	5.19
12 "	6.58	12 "	5.34
14 "	8.32	14 "	6.76
16 "	8.90	16 "	7.23
20 "	9.99	20 "	8.12
25 "	11.03	25 "	8.96
30 "	11.80	30 "	9.58
35 "	13.68	35 "	11.11

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	1.25
20x30, "	
24x36, "	

Butter Parchment—	Per pkg.
9x12, 1,000 sheets	1.25

Toilet—	Per case
Extra quality, 100 rolls	4.75
Good quality, 100 rolls	3.85

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.26

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolt Heavy Drab
¼ lb.	15M	.93	.78
½ "	10M	1 12	.93
1 "	8M	1.50	1 25
2 "	6M	2.00	1.67
3 "	5M	2.37	1 98
4 "	4M	2.94	2 45
5 "	3M	3.38	2.81
6 "	3M	4.13	3 44
8 "	2M	4.82	4 01
10 "	2M	5.46	4.54
12 "	2M	6.39	5.32
14 "	1M	8.08	6.73
16 "	1M	8.64	7.20
20 "	1M	9.71	8.09
25 "	1M	10.74	8.93

Flour Sacks, satchel bottom—

Majestic Extra Heavy	Plain per 100
12½ lbs., 1/16 bbl	.68
24½ lbs., ⅛ bbl	1.40
49 lbs., ¼ bbl	2.18

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No. 2, Manilla, light weight—	Per lb.
12 in. rolls	.06¾
15 "	.06¾
18 "	.06¾
20 "	.06¾
24 "	.06¾

Silk Fibre, No. 1—	
9 in. rolls	.07¾
12 "	.07¾
15 "	.07¾
18 "	.07¾
20 "	.07¾
24 "	.07¾
30 "	.07¾

CONDENSED MILK.

	Per case
Eagle, 4 doz	7.35
" 2 doz	3.70
Challenge, 4 doz	5.40
Magnolia, 4 doz	6.05
Dime, 4 doz	4.55
Baby, 1 doz., glass	2.25
Peninsular, 4 doz.	5.50
Star, 4 doz	6.05

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.50
" " small, 6 doz	3.40
" " family size	4.05
Silver Cow, small, 6 doz	3.40
St. Charles, small, 6 doz	3.40
" tall	4.50
" confectioners' size	4.25
Pearl, tall	4.50
" small, 6 doz	3.40

HIRES CONDENSED MILK



	Per case
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Brown Edge Wafer	.14
Coconut Gem	.14
Fruit Cookies	.12
Ginger Wafer	.12
Graham Wafers	.13
Grandma Cookies	.12
Honey Jumbles, XX	.14
Iced Honey Jumbles	.15
Lemon Bar	.12
Lunch Biscuit	.10
Marshmallow Mayblossoms	.13
Raisin Cookies	.12
Saltines	.14
Spiced Wafers	.12
Sugar Cookies	.12
Water Crackers	.09
	7-lb. Tin Pails
Arrowroot Biscuit	.18
Assorted Bon Bons	.20
" Teas	.18
" Slices	.18
Butters	.18
Chocolate Bon Bons	.20
" Butters	.18
Cocoanut Macaroon	.20
Fancy Jumbles	.20
Lemon Sundaes	.18
Sweet Marie	.18
Chocoroon	.20
Fruit Dessert	.18
Package Goods—	Per doz.
Animals	.50
Cracker Meal, large	1.00
" small	.50
Gingerettes	1.00
Gold Medal Soda, small	.50
" " large	1.00
Graham Wafers	1.00
Lunch-on-Thins	1.00
Milk Lunch	1.00
Ginger Snaps	.50

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes.
Butter Crackers	.11	.11½
Oyster Crackers	.11	.11½
Wine Scroll	.13	.13½
Cracker Dust	.11	.11

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz per doz.	1.40
" " with horseradish "	
" large, 1 doz "	2.00
" " with horseradish "	

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Wein Senf, bbls per gal.	
" 1-gal. stone jars per jar	.85
" 5-gal. kegs per keg	3.50
Prepared Mustard, bbls per gal.	
" 15-gal. kegs "	
" 10-gal. kegs "	
" 5-gal. kegs per keg.	1.75
" 2-gal. pails per pail	.90
" 1-gal. pails "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz "	.46
" with horseradish, 2 doz "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf, less	
Sap Sago, 3 to lb cask, per lb.	
" " less than cask, "	
Roquefort 12 in case, "	
" less than case, "	
Parmesan, about 30 lbs loaf, "	
" less than loaf, "	
Edam, 12 in case case	
" single	
" in tin per lb.	
" 1-lb. tins per case	
Camembert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	
" " medium, "	
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase per doz.	
American Swiss, No. 1 loaf	
" No. 1 less than loaf	
" square loaves, No. 1, about 25 lbs. each per lb.	.29
Limburger, No. 1 box and ½ box	.19
" No. 1 less than ½ box	.20
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 1 "	
English Dairy "	.24
Pineapple, picnic size, 6 in box per box	3.00
" gem size, 6 in box "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight per lb.		
Weiner Wurstel, 16 in tin per doz.		
" 8 in tin "		
Imported Cervelat Sausage, Rolfi 's per lb.		
Imported Frankfurters per doz.		
Goose Breast, imported, marked weight, per lb.		
Pate de fois Gras, small per doz.		3.00
American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short per lb.		.35
" long "		
Mortadella, dry "		
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.22
Smoked Braunschweiger Liver Sausage "		.21
Lachs Ham "		.46
Petit Delicatess Frankfurters, plain per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beef Bologna per lb.		.22
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage, special, truffle, goose or sardellen per lb.		.35
Smoked Thuringer Blutwurst "		
" Pfefferwurst "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	
" 5-lb. pails per pail	.75
" 10-lb. pails "	1.45
Beef Salad, in glass	1 00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots per keg	1.35
Milkers, Y. M "	1.50
Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, fulls, bbls	
" " ½ bbls	12.75
Milkers, " bbls	
" " ½ bbls	

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Marinirte Herring, imported, about 40 in pail	2
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry per lb.	
Matjes Herring piece	

Bismarck Herring.

Round tins, with key, pint per doz.	2
" " quart per tin	
" " 2 quarts	
" " 4 quarts	1
Roll Mops, 4-quart tin	1
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand per keg	
" 5-lb. pails per pail	
" 10-lb. pails "	
Cut Spiced, 10-lb. pails "	
" 5-gal. keg per keg	
Russian, in glass jars per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg per doz.	
Original package per ½ bbl.	
Repacked, 5-lb. pails per pail	
" 10-lb. pails "	
" 5-gal. kegs per keg	
" ½-lb. flat tins per doz.	
" ½-lb tall tins "	
" 1-lb. tall tins "	

Salt Sardellen.

Original packages, 1902 per anker	
Repacked, kegs, about 8 lbs per keg	
" pint jars per doz.	
" large tumblers "	
" small tumblers "	

Russian Caviar.

1-lb. tins per doz.	
½-lb. tins "	
¼-lb. tins "	
⅛-lb. tins "	

German Dill Pickles—Regular S

60-gal. casks, about 2000 per cask	
50-gal. bbls., about 1200 per bbl.	1
15-gal. kegs, about 500 per 100	
10-gal. kegs, about 300 "	
5-gal. kegs, about 150 "	
10-lb. pails, about 50 per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cu

60-gal. casks per cask	
48-gal. bbls. per bbl.	
10-gal. kegs per keg.	
5-gal. kegs "	
10-lb. pails per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) per lb.	
Spitzkugein "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins per tin	
" small tins "	

Pickles and Onions in Vinega

Mixed Pickles and Chow-Chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs. per bag	
Green Kern per lb.	
Potato Flour "	
German Dried Pears "	
Dried Mushrooms "	
Juniper Berries "	
St. John's Bread "	
Bay Leaves "	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks	
" " about 70-lb. loaves	
McLaren's, medium, 2 doz per doz.	
" Club, 2 doz "	
Red Edam each	
Philo Cream, 1 doz. 10c. size per doz.	
Elkhorn Pimento, 1 doz "	

EGGS.

	Pe
Nearby, candled and selected, 30 doz	
Western, selected	
Milben Farm	
Awltru, packed in cartons	

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FANCY GROCERIES.

ond Staple Paste, 5-lb. cans.....per lb.	.33
hovies, in oil, 6 ring bottle.....per doz.	6.50
" " 3 ring bottle..... ... "	3.25
ers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
ton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
rries in Maraschino, glass, 1 doz.. "	7.00
n Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
ie Powder, pints ..... "	3.75
" 4 oz ..... "	2 40
" 2 oz ..... "	1.50
ch Peas, extra fine .....per case	21.00
Cann's Irish Oatmeal—	
lb. cans .....per doz.	3.75
lb. cans.....per tin	.75
-lb. cans ..... "	1.75
ntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
etit Beurre.....	.33
inner.....	.42
reakfast.....	.42
Pepper, ring, pints .....per doz.	1.25
" " ½ plnts..... "	.60
, stone jars, 4 doz.....	1.75
odore Marquett Mushrooms—	Per case
irst choice.....	42.00
hoice, 100 tins.....	39.00
otel, 100 tins.....	36.00
files—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
mps, pickled, small size.....	.90
" Dunbar's, 2 doz.....per doz.	2.75
in Cordial, Bishop's, 1 doz..... "	6.50
stalized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
e Juice, Rose's..... "	5.00
or Rose Water..... "	2.25
Peach Water..... "	2.25
ed Olives..... "	5.25
Franco-American Food Co.—	Per doz.
roths for invalids, all kinds, ½ pints, 4 doz.	1.40

OUILLON CUBES AND LIQUIDS.

ro Bouillon Cubes—	
er tin, 100 cubes.....	1.70
" 50 cubes.....	.90
er doz. tins, 12 cubes eacb	2.75
eko Clam Bouillon—	
-oz. bottles, 1 doz.....	3.75
eko Tomato Bouillon—	Per doz.
int bottles.....	6.00
uart bottles	9.00
allon jugs.....each	2.75
ig's Oxo Cubes—	Per doz.
48, 10c. size.....	.85
10s, 25c. size.....	2.00
ans, 100 cubes.. .....per 100	1.65
our's Beef, Clam and Chicken Cubes—	
mall boxes, 12 cubes, 1 doz.....	2.50
fedium boxes, 50 cubes .....per tin	.90
arge boxes, 100 cubes..... "	1.70
our's Concentrated Bouillon—	
urs, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
our's Tomato Bouillon—	
ottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
ancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

our's Solid Extract of Beef—	Per doz.
ars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
our's Fluid Beef Extract—	
ottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
esota	10.00
g Midas	10.65
d Medal	10.50
lbourne	10.20
Top	10.45
sbury's Best.....	10.00
per Idem	9.00
le of the West.....	8.85
beam	8.75
ker.....	9.70
e Seal.....	9.00
ny White	10.20
cker's Best.....	9.70
uth Imperial.....	9.75

Prepared Flours.

scilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	Per case
doz. 14-oz.....	1.44
doz. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

cker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.75
cle Jerry Buckwheat, 36 2s.....	3.00
" Pancake, 36 2s.....	3.00
sto, 18 pkgs	2.00
nt Jemima Buckwheat, 36s.....	3.25
" Pancake, 18s.....	1.65
co Buckwheat Mixture, 30 10c. cartons.....	2.25
co Pancake Mixture, 30 10c. cartons.....	2.25

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PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.08¼
New York State Marrows, new, bags about 2½ bushel	8.10
Pea, fancy, new, bags about 2½ bushel.....	7.55
Red Kiduey, 60 lbs. to bushel	8.35
Peas—	
Green, domestic, bags about 2½ bushel	.....
Yellow, split, domestic. 1 bushel bags.....	4.90
Lentils—	Per lb.
oooooo, 2 10-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.60
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.62½
" " table, 100 lbs.....	2.60
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.65
Grits, 100-lb. bags..... "	2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	4.20
No. 3, 100-lb. bags.....	4.20
Oatmeal—	
B, bbls.....per bbl.	6.82
B, 100 lbs.....per keg	3.55
Rolled Oats—	
Avena, 180 lbs.....per bbl.	6.45
" 90 lbs .....per keg	3.35
" 90 lbs.....per sack	3.13
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 10c. size, 36 pkgs .....per case	2.75

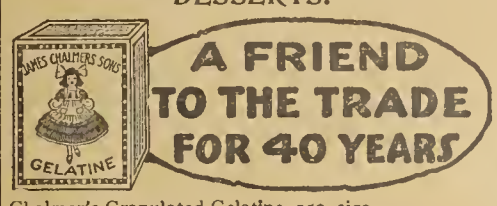
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Purina Bran Food, 12s.....	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	5.40
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	5.40
" " 18 2-lb. pkgs.....	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs.....	1.30
Drinket, 12 cans to case	2.20
Cream of Barley, 36 pkgs.	4.35
" 18 pkgs..	2.20
A. B. C. Pearl Barley, 18 pkgs.....	1.35
A. B. C. Barley Pancake Flour, 18 pkgs	1.35
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.95
" " no china. 20s.....	3.95
" tins, 36s	4.00
Quaker Oatmeal, 24s.....	2.80
Old Fashion Scotch Brand Oatmeal, 24s...	2.80
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.95
" " no china, 20s.....	3.95
" " aluminum asst., 20s	5.00
Royal Seal, 36s	4.00
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.90
" yellow family, 10s	1.90
Quaker F. S. Hominy, pearl or gran., 24s	1.90
" " 10s	1.90
Mother's Hominy, pearl or gran., 24s.....	1.90
" Cornmeal, No. 2, white, round. 24s.....	1.90
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.90
Pettijohn's Breakfast Food, 18s.....	2.75
Quaker F. S. Farina, 24s.....	1.90
Saxon Wheat Food, 24s	3.35
Mother's Wheat Hearts, 18s.....	2.50
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	2.05
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30

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Sundries—	
Pettijohn's Bran Flour, 20s.....	4.75
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.95
Quaker Whole Wheat Flour, 10s.....	2.90
Schumacker XXX Graham, 10 10s-20 5s..	4.95
Scotch Brand Pearl Barley, 24s.....	1.90
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebacb.....	.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz., 4 pts.....	1.55
Per gross.....	18.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz., 4 pts	1.20
5 gross lots, with 3 doz. free.....	70.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.80
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90



Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cberry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.14
Spaghetti, 25 1s	.....
Vermicelli, 25 1s.....	.....
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, 17 oz.....	1.40

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Freihofer's—	Per lb
Elbow Macaroni, 36 1s.....	.11
Straight Macaroni, 36 1s.....	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s.....	.11
Elbow Spaghetti, 36 1s.....	.11
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spagbetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07¾
Elbows, 25 lbs.....	.07¾
Spaghetti, 25 1s.....	.07¾

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	190-220	27.00	14.10	7.25	1.60
Ex. Sbore, No. 3	290-340	.....	.....	.....	.....
Ex. Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	29.00	15.10	7.75	1.70
Fat Irisb, No. 3	350-400	29.00	15 10	7.75	1.70
Fat Irish, No. 4	400-500	28.00	14.60	7.50	1.65
Fat Irish, No. 5	500-600	28.00	14.60	7.50	1.65
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	150-180	21.00	11.10	5.75	1.30

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	.....	.....	.....	.....	.....
Shore, round, large.....	8.00	4.60	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	4.35	1.90	.48	.42
Salmon, large, red.....	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink....	22.00	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Sbad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.12
Gilt Edge, 40 lbs.....	.08½
Favorite, Middles, 60 lbs.....	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.10
" medium.....	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.18
Boneless Herring, 10-lb. boxes .....per lb.	.15
Smoked Salmon, whole fish..... "	.33
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.	
Halibut.....		-.20
Bass Native		-....
Salmon, fresh.....		-.23
Eastern Cod		-.14
Croakers		-.10
Large Hake	.06	-.09½
Haddock		-.10
White Cat Fish.....		-.15
Red Cat Fish.....		-.12
Spanish Mackerel.....		-.....
Snappers		-.12
Eels		-.12
Rock Fish.....		-.15
Lobsters.....		-.47
Flounders		-.09
Large White Perch		-.15
Sea Bass	.08	-.16
Blue Fish.....	.18	-.20
Porgies.....		-.08
Fresh Mackerel.....		-.20
King Fish		-.09
Weak Fish.....	.08	-.12
Butter Fish.....	.07	-.12
Tile		-.08

Steak Fish ½c. per lb. additional.

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OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway....bbls.		5.50
" ....boxes		5.75

CLAMS.

Pickert's, cans, No. 1....per doz.		1.00
" " No. 2.... "		1.45
Clams ....per M	7.50	- 9.50
Necks .... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.....
Cases, 17 lbs..	.....
" 16 1-lb. cartons	.....
" 30 ½-lb. cartons	.....
10c. size....per doz.	.....

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.....
" 25 lbs	.....
" 50 pkgs	.....
Apricots—	
Extra choice, 25 lbs	.15½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.13½
Phoenix, fancy, 25 lbs	.09
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.....
Currants—	
Knighthood, 40 pkgs	.18¾
Valca, 24 1s	.20
Victor, faucy, 36 1s	.19½
Dates—	
Dromedary, 36 pkgs ....per case	3.35
Valca, pitted, 30 pkgs	.15
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.14½
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10⅜
50–60	.09⅞
60–70	.....
California, 25-lb. boxes—	
30– 40	.11½
50– 60	.10¼
60– 70	.09¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	4.25
Connoisseur, 20 pkgs.	3.90
California Seedless—	Per lb.
Thompson, 50 lbs	.13¾
Sultana, fancy, 50 lbs	.42¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09¾
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.14¼

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.29
⅛ and ¼-lb. pkgs., 15 lbs	.30
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c. pkgs	2.10

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HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.95
Milleman's, No. 8 bottles, 2 doz	.....
Schramm's, large tumbler, 2 doz	.82½
Sherbert glass, 2 doz	.55

INK.

Arnold's, black, 32....per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz....per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid....per doz.	7.00
Square, Oriental Red, 1 oz., 1 doz., per gross	3.75
" Green, Blue or Violet, 1 oz., per gross	3.75
" Magic Black, 1¼ oz., 1 doz., per gross	3.75
" Electro Chemical, 1¼ oz., 1 doz., per gross	3.75
Letterine, show card ink, 2 oz., all colors, per doz.	.75

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes....5 doz.			3.00
Cold Blast....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Cbimneys, plain....per doz.		.80	.90
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners....	.60	.65	.80

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dasb	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per lb
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20 and 40 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20 and 40 lbs	.09½
Condensed, cartons....3 doz. to case	2.85
" " ....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¾
None Such—	Per case
¼ gross	2.85
½ gross	5.70

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	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.14½
" 20 lbs	.14
" 40 lbs	.13½
Homemade Style, Molst—	
Kits, 14 lbs	.12¼
" 25 lbs	.11¼
" 50 lbs	.11
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.10
Tubs, 70, 35 and 18 lbs..	.10
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08½
35 and 18-lb. tubs	.09

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.75
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 40
½ " 2 tins	2 45
¼ " 4 tins	2.50
⅛ " 8 tins	2.70
1/16 " 16 tins	3.00
Re Umberto Oil—	
4-oz. bottles....per doz.	2.25
16-oz. bottles.... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5¼-oz. bottles	1.12½
48 5½-oz. bottles	1.10
Pint cans, 24 to case	2.35
Quart cans, 12 to case	4.40
Half-gallon, 12 to case	8.10
Gallon cans, 6 to case	15.70
5-gallon cans, 2 to case	12.75
Wesson Oil—	Per case
Small, 24 to case	5.40
Medium, 12 to case	5.40
Large, 6 to case	5.40
5 Gallons, 2 to case	12.25
Fancy, 8 cans....per case	7.50
Loubon, large, 1 doz	2.15
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

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NUTS.

	Pe
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.
Filberts, bales, about 220 lbs	.
Brazils, large, bags, about 180 lbs	.
Pecans, large, bags, about 160 lbs	.
" medium	.
Mixed Table Nuts, 25 lbs	.
Peanuts, Green—	
Jumbo	.
Fancy, hand picked	.
Peanuts, Roasted—	Per l
Jumbo	2
Fancy, hand picked	1
Big Nickel....100 cartons	4

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

Sweet—	
16-gal. keg, 210os	17
10-gal. keg, 130os	12
5-gal. pail, 650s	6
16-gal. keg, 360os	20
10-gal. keg, 220os	14
5-gal. pail, 110os	7
16-gal. keg, 500os	22
10-gal. keg, 300os	15
5-gal. pail, 150os	7
16-gal. keg, 750os	24
10-gal. keg, 450os	16
5-gal. pail, 225os	8
Sweet Mixed—	
16-gal. keg	14
10-gal. keg	9
5-gal. pail	5
Sour and Dill—	
45-gal. bbl., 1800s	79
32-gal. bbl., 1200s	13
16-gal. keg, 600s	7
45-gal. bbl., 2400s	21
32-gal. bbl., 1600s	14
16-gal. keg, 800s	7
5-gal. pail, 250s	2
45-gal. bbl., 3600s	22
32-gal. bbl., 2400s	15
16-gal. keg, 1200s	8
5-gal. pail, 350s	3
Chow-Chow—	
16-gal. keg	10
10-gal. keg	7
5-gal. pail	3
Sweet Pickle Relish—	
16-gal. keg	14
10-gal. keg	9
5-gal. pail	5

VINEGAR.

	Pe
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white....per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt....per bbl.	3
" family.... "	3
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs....per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulde Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1
Quaker City Brand Sliced Bacon	
" " Sliced Beef	

SCRAPPLE.

	Pe
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3
3 doz. 12-oz. cans	2

LARD AND COMPOUNDS.

	Pe
Armour's Simon Pure Leaf Lard—	
Small	.
Medium	.
Large	.
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	
City Pure Lard—	
Tins, 50 lbs. net weight....per lb.	
Tubs, net.... "	
No. 10 tins....6 in crate	12
No. 5 tins....12 in crate	12
No. 3 tins....20 in crate	12
Compound—	
Tierces and tubs, about 340 lbs	
60-lb. tubs	
10-lb. tin pails, 60 lbs	
5-lb. " 60 lbs	
3-lb. " 60 lbs	

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DRESSED MEATS.

sed Stock—		Per lb.
	.11	-.15
	.10	-.13½
	.09	-.12½
lves	....	-.17½
alves	....	-.18½
ns and Barnyards	.11	-.14
Dressed	.14	-.15
	....	-.17
	.15	-.16
Wethers	....	-.17
	....	-.19
ambs	....	-.20
	....	-.14½

BUTCHERS' SUNDRIES.

er Tongues—each	....	-.80
gues	....	-.60
ls, scalded	.50	-.75
ds, veal—per pair	.75	-.80
beef—per lb.	.25	-.30
s—"	.25	-.30
neys—per doz.		1.25
rs		.10
—per doz.		1.20
ef—per lb.		.05
f		16.00
n, beef, western		.22
k, loins, city		.17
" western		.17

DRESSED POULTRY.

	Per lb.	
ens and toms	.25	-.30
s	.25	-.30
n to good	.18	- 22
phia, fresh killed, 2 to 4 lbs.		
ir	.32	-.34
, fresh killed, 2 to 4 lbs. per		
	.32	-.34
3 to 4 lbs. per pair	.32	-.34
Chicks—		
s. each	.25	-.26
lbs. each	.22	-.25
illed, 4 to 5 lbs. each	.24	-.25
3 to 3½ lbs. each	.22	-.23
	....	-.18
ad Ducks, frozen	.26	-.27
	Per doz.	
ancy, large	5.75	-6.50
	3.00	-4.00
ad dark	2.00	-3.00

LIVE POULTRY.

ucks—	Per lb.	
lbs. each	.21	-.23
	.21	-.23
	.18	-.19
	....	- 14
	.16	-.17
	.15	-.16
	.22	-.24

PRESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
, pure, assorted and grape	.95
" currant	1.35
el's, 8-oz. tumblers	.95
l, 16 oz., 2 doz	1.10
No. 3 F. T tin, 2 lb. 6 oz. net	2.35
—	Per lb.
, pure, 11½-oz. bottles	1.85
el's pure, 12-oz. jars, 2 doz...per doz.	1.75
l, 30-lb. pails	.10¾
ark, 30-lb. pails	.07¾
el's, pure, 10-oz. jars, 2 doz	1.50
ark, assorted, jars, 2 doz	1.10
armalade—	
's imported, 4 doz	2.10
el's, pure, 2 doz	1.75
ers—	Per doz.
Southwark, 30 lbs...per lb.	.04¾
Ritter's, 11-oz. octagon	.95
Schimmel's, 30-lb. pails...per lb.	.07½
" 3-lb. slip cover tins, 1 doz...per doz.	3.25
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" 40-oz. stone crock, glass top, ½ doz...per doz	3.50
Mother Cook's, No. 14, 2 doz....doz.	.85
30-lb. pails...per lb.	.....

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
	.45	.85	1.25
	.40	.85	1.95
tre	.45	.85	1.95
mphor ..	.....	.85	1.95
inters' Commercial ...	.45	.85	1.95
	.....	.85	1.95
	.....	.90	2.00
ills	.45	.85	1.95
ubarb	.45	.85	1.95
cac	.45	.85	1.95
n Balsam	.....	.75	1.95
Incture	.45	.85	1.95
Arnica	.45	.85	1.95
Malta	.45	.85	1.95
Drops	.75	.85	1.95
Cordial	.75	.85	1.95
e	.45	.85	1.95

er cent. discount in gross lots assorted.

per lb.		.13
lor, W. & R—per doz.		2.00

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Bluestone, bulk—per lb.		.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.85
" flakes, 250-lb. bbls	"	.12
" " less quantity	"	.13
" Tar Balls, 250-lb. bbls	"	.12
" " less quantity	"	.13
Castoria, Fletcher's—per doz.		2.80
" Pitcher's	"	.80
Carbonate of Ammonia—per lb.		.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil—per doz.		.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes—per lb.		.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans—per 100 lbs.		1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size ...per doz.		.35
" " 10c. size ... "		.75
Paris Green, 100-lb. kegs—per lb.		.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size—per doz.		.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls...per lb.		.33
" granulated, about 100-lb. kegs	"	.33
Sulphur, flour, 175-lb. bbls...per 100 lbs.		2.60
" 100-lb. bags—per lb.		.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02
Goff's—		Per doz.
Cough Syrup, 25c. size		2.00
Herb Bitters, 25c. size		2.00
Oil Liniment, 25c. size		2.00
Kidney Pills, 50c. size		4.00
Worm Syrup, 25c. size		2.00
Herb Pills, 10c. size		.80
Iron Glue, McCormick & Co.—		
No. 5		.45
No. 10		.85
Tube V		.85
McCormick & Co., Bee Brand—		
Insect Powder, 25c. size		2.00
" BB, 10c. size		.85
Root Beer		.85
Talcum Powder		1.50
Triangular Quiniue		1.75
Quinine Capsules		1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz...per doz.		4.25
" " 18 oz. "		8.50
Bath Brick, 25 in box—per box		.60
Sealing Wax	"	.03
Silver Sand—per bbl.		1.20
Tar, pts—per doz.		.....
" qts	"	.....
" gals—each		.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums—per case		4.50
U. S. Nerve and Bone Liniment, 25c. size...		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Rellable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Sauer's Flovoring Extracts—	Pts.	Qts.	½ Gal.	Gal.
No. 2, Lemon				.90
No. 2, Vanilla				.90
No. 2, Rose				1.20
No. 2, assorted				.90
No. 3, Lemon				1.25
No. 3, Vanilla				1.50
No. 4, Vanilla				2.25
No. 4, Lemon				2.00
No. 2, assorted cases—per gross				10.80
Nos. 2 and 4, assorted cases "				11.80
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana...	1.25	2.25	4.00	7.50

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons—each	5.00
" gallons—each	9.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals—per gal.		.18
" ½ bbls., 28 gals—per ½ bbl.		5.85
" kegs, 14 gals—per keg		3.17½

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.



D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½
B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz—per doz.	.95
My Wife's, large, 1 doz	1.50
" small, 2 doz	.95

SAL SODA.

Barrels, 375 lbs—per 100	1.45
Kegs, 150 lbs—per 100	1.55
Granulated, 60-lb. boxes—per box	1.20
" Monogram Brand, 24 2½-lb. pkgs—per case	1.20

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

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SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	6.25
" " large, ¼ gross	10.20
" Liquid, large, ¼ gross	10.20
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun—per gross	10.20
Sun Paste, 5c. size	6.25
" 10c. size	10.20
X-Ray Stove Polish—	Per gross
Small	5.75
Large	10.20
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	6.25
10c. size	10.20

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 6 doz	3 00
12 oz., 6 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.—per box	2.75
Kleenatub—¼ gross	2.50
Electro Silicon, 1 doz—per doz.	.85
Putz Liquid, large, 3 doz "	1.50
" small "	.75
Putz Paste, large "	.65
Old Dutch Cleanser, 4 doz—per case	3.40
" " 5-case lots "	3.30
Babbitt's Cleanser, 5c. size—100 cans	3.85
" 5c. size—50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 12s—per doz.	.45
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60
Sunbrite Cleanser, Swift, 50s	1.95
Red Seal Cleanser, 4 doz	1.75
Bon Ami Powder, 3 doz.	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60
Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s—per gross	9.00
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00

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LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	4.00
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	4.00
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.25
" Dreydoppel	40	40	3.60
" Novelty, Day & Frick	40	40	3.40
" Red Seal, Tomson	100	...	4.10
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.15
5-case lots			4.10
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.15
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.50
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marsellles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co.	100	7 oz.	1.50
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Oleine, Oxide, P. & G.	72	60	3.50
" Eavenson's	84	60	3.60
" Conway	60	60	3.50
" Kirk's	60	...	2.85
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.40
Polo, P. & G.	120	...	2.60
P. & G. Naphtha	100	...	4.25
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Star, P. & G.	80	...	3.40
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Contl, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz. box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90
Jergens' Vlolet Glycerine, per doz.	.80

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c.	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz.	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.90
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15

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Snow Maid Scourer, Lautz, 60 cans	2.40
" " " 100 cans	3.75
Grandma, 100s	3.75
Polly Prim, Scouring, Fairbank's, 60 10c.	4.20
Star Naptha, 100 5s	3.90
Miller's Powerine, 100	4.00
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c.	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	4.00
Tomson's Red Seal Soap Powder, 50 pkgs.	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.25
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, 1/6 gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz.	.90
Gulden, 2 doz., No. 6	.95
Cruikshank, hexagon	.90

SPICES.

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
B. Fischer's Finest Spices— Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz		.80
McCormick & Co., Ground—		
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.19
" less quantity		.20
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz.		.70
" " 5c., 4 doz.		.38
Colburn's Ketchup Splce, 10c. tins, 2 doz.		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs.	.07¼
" 20 1-lb. pkgs.	.07½
Best, 24 1-lb. pkgs.	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs.	.06½
" 24 1-lb. pkgs.	.06½
Cream, 48 1-lb. pkgs., per case	3.60
Argo, 24 5c. pkgs., per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls.	.03¾
Piel Bros.—	
P. Bros., 40 1-lb. pkgs.	5.50
" 20 1-lb. pkgs.	5.70
Hoosier, 40 1-lb. pkgs.	5.70
" 20 1-lb. pkgs.	5.75
P. Bros. Pulverized, bbls.	4.50
Hoosier Pulverized "	4.35

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs., per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs.	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs.	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs.	.05½
Best Gloss, bulk, 50 lbs.	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Celluloid, 64 10c. pkgs.	5.00
" 64 5c. pkgs.	2.50
Elastic, 64 10c. pkgs.	4.80
" 64 5c. pkgs.	2.40

—27—

Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4.50
" 50-lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs., per lb.	.06⅞
Weikel's, 24 pkgs., per doz.	.90
Bird Gravel—	
Red, 36 pkgs., per doz.	.95
Silver, 36 pkgs., "	.95
Bath Brick, 36 bricks, per box	1.50
Toothpicks, Saginaw, 3 doz., per doz.	.38
David's Liquid Glue, 1½ oz., "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz., "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube, "	.75
Royal Glue, 3 doz., "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs.	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	1.00
" 60 feet	1.35
" 75 feet	1.55
" 90 feet	1.80
" 100 feet	2.00
Coils or spools, ¼ inch, per lb.	.17
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. bales	.31½
Cones	.31½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz.	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz.	2.15
" medium bottles, 2 doz.	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz.	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.85
Banner, in jars, compound	1.00
Family Corn and Cane—	Per case
No. 2, 2 doz	2.05
No. 2½, 2 doz	2.76
Karo—	
Cane flavor, 48 1½ lb.	3.50
" 24 2 lb.	2.10
" 12 5 lb.	2.45
" 6 10 lb.	2.30
Crystal white, 48 1½ lb.	3.95
" 24 1½ lb.	2.05
" 24 2 lb.	2.45
" 24 2½ lb.	2.85
" 12 5 lb.	2.80
" 6 10 lb.	2.65
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.10
No. 2½, 2 doz.	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz.	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.30
" " 2s	2.25
" " cups	1.40
Turkey, No. 2, 2 doz	1.05

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz.	
" medium, 2 doz.	
Golden Tree, large, 1 doz.	
" medium, 2 doz.	

WOOD AND WILLOW WAR

Brooms.

No.	P
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

	P
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	P
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb., per 100	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dustlng Mop, black, large size	
" small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No. 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

7-in. Tamplco	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs.	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs., per bo	
Yeast Foam, 1½ doz. "	

Com. U.T.N.

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, December 18, 1916. No. 25

UNIVERSITY OF PENNSYLVANIA LIBRARY
DEC 18 1916

The "Modern Merchant and Grocery World" wishes every one of its readers all the Christmas business and all the Christmas profit that he deserves to have.

Looks as if the Philadelphia Wholesale Grocers' League Was Going to Be a Powerful Factor in Distributing Trademark Goods. The Plan and Its Results So Far.

Toronto (Ont.) Retail Grocers' Association, to Meet Cut-Throat Department Store Competition, Adopted a Private Brand of Its Own, the R. M. A. Brand, for Soap, Tea, Rolled Oats and Other Things.

Official Tomato Pack Figures Show No Warrant for Present Extortionate Prices. 1916 Pack Over 13,000,000 Cases.



There Is No Real Substitute for Gorton's Codfish

¶ Codfish is high this year, and you will doubtless be offered substitutes for codfish.

¶ The substitutes will probably be wholesome and all right, but they will not be comparable with pure codfish —**Gorton's Codfish** particularly.

¶ **Gorton's Codfish** is the finest, purest codfish packed. Like all of the Gorton fish products, it is as fine as it can be made. Millions of the fish-country people, New England, will have nothing else. You will find your customers will settle down on this for the whole winter, once you get them started on it.

¶ Your jobbers.

Gorton-Pew Fisheries Company
Gloucester, Mass.

Building a Better Business

By sticking to the things that are true and tried—the things that have established themselves in public favor through honest value—

Shredded Wheat

has established itself in a million homes as the cleanest, purest, most nutritious of all cereal foods. Get in touch with the home and you will keep a fresh stock of Shredded Wheat always on hand.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by
The Shredded Wheat Co., Niagara Falls, N. Y.

Say to Your Customers
USE
HIRES
GOLD MILK



And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

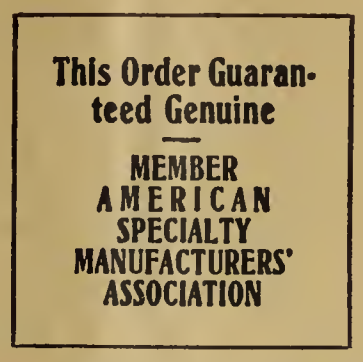
Hires Condensed Milk Company
10 Chestnut Street, Philadelphia, Pa.

Everybody Knows Them



KNIGHT'S FLAVORING EXTRACTS have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Four Months, Just Think of it!

Listen to this little story of a case which shows what used to happen to specialty orders before the best manufacturers started to guarantee them to the jobber by putting on the specialty stamp:—

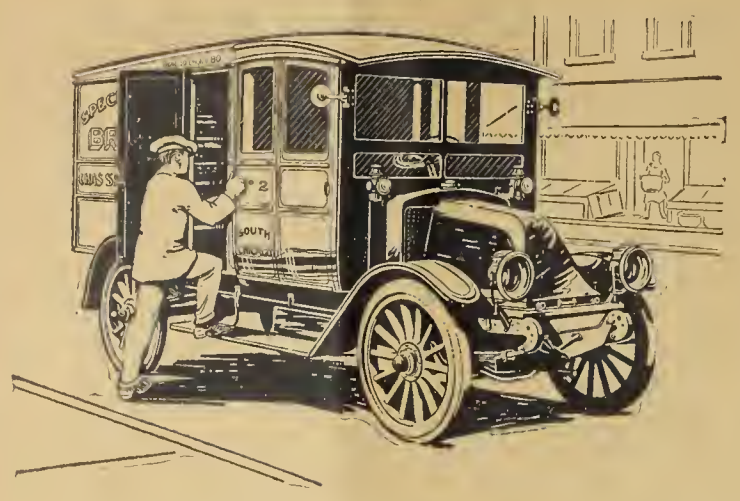
A certain retailer signed a specialty order, to go through a certain jobber. It wasn't delivered and after a long time somebody remembered about it and looked it up. It had remained in the jobber's store unfilled *for four months*.

What a tangle that was. The manufacturer was deprived of the legitimate results of his investment; the salesman who got the order had his work set at naught, the jobber didn't get his profit on the order, and the retailer didn't get his goods.

Those things are not happening now, thanks to the specialty stamp (either of the above).

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
B. T. Babbitt, New York, N. Y.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.



A Style for Your Business

International Motor Trucks

in two sizes, are now furnished in styles sure to meet the needs of your own business. Two or four cylinder motors; chain drive or shaft; solid tires or pneumatic; any desired style or size of body—all the advantages which a great organization gives are at the service of International Motor Truck purchasers.

INTERNATIONAL MOTOR TRUCKS—New Models—Attractive Prices

E—1500 pounds capacity, with express body, complete . . . . . $ 950
H—1500 pounds capacity, internal gear drive (chassis) $1225
F—2000 pounds capacity, internal gear drive (chassis) $1500

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory. Special bodies furnished for any line of business.

Drop us a line for full and interesting information about the three popular models at the new rock-bottom prices.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**

NEW LARGE

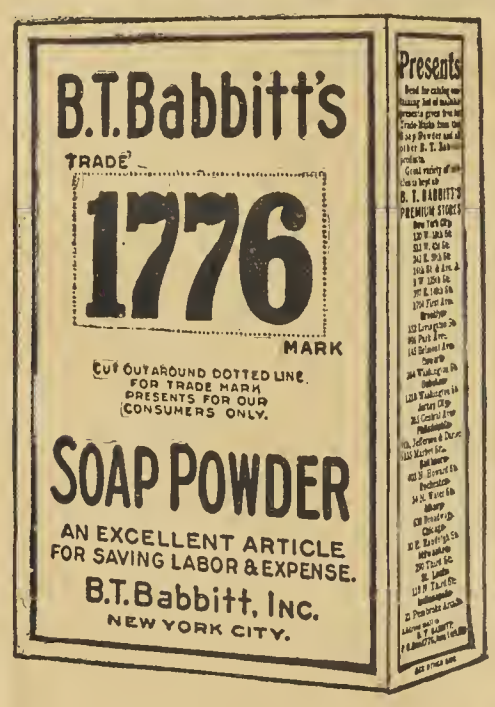
Pound Package

ONLY 5 CENTS

To the Consumer

The New Package of

Babbitt's 1776 Soap Powder



has every feature in its favor to make it the biggest and fastest seller you ever handled. It's a pure soap powder of wonderful cleansing power, and means "Freedom from Drudgery" for the housewife. The big pound package that costs only 5 cents is the biggest moneysworth she can buy, and that pleases her. The Trade Marks are good for beautiful and useful presents. If you'll keep 1776 Soap Powder on display and mention its features to customers, you'll find it easy to put a few packages in every order.

B. T. BABBITT, Inc.
NEW YORK CITY

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Household Specialties.

Singer Brothers, 82 Bowery, New York City. Write for catalogue.
United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.

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AND

Grocery World

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The Philadelphia Wholesale Grocers Sales Co. Seems to Be a Force to Be Reckoned With

This Movement Hardly More Than a Year Old Has Made Some Big Killings in Distributing Merchandise. Sawtay the Greatest Example. Also Has Educational Plans for Retailers.

It appears as if the recently organized Philadelphia Wholesale Grocers' Sales Co. was destined to constitute a decidedly important force in the distribution of merchandise in and around Philadelphia. The Philadelphia Wholesale Grocers' Sales Co. is the first co-operative buying association among wholesale grocers in the United States, so far as we know. It is not alone a co-operative buying association, however, for it has plans for aiding retail grocers in the scientific and economic distribution of merchandise which entitle it to be considered an educational movement.

The Sales Company is the growth of not much more than a year. In the beginning a few jobbers met together to see if they could discover some method by which they could secure a more economical method of purchasing and distributing merchandise. The suggestion came: Why not combine and purchase food products in such quantities as to secure the advantages of lower freight rates and lower prices, and combine the great selling force they controlled and give the advantages to the retail grocer? This idea has been applied in a number of cases since, and the results closely watched. They have been without doubt remarkable. The Sales Company placed a new cereal, Purity Oats, on the market, and gave it large local distribution. It took hold of Wesson's Cooking Oil and increased its business tenfold in less than a year's time. It increased the distribution of Clean Easy Soap in Philadelphia 200 per cent. and of Babbitt's Cleanser 100 per cent. Before the organization of the Sales Company scarcely any of the twenty-two grocers did much with S. and S. Beverages. Since the organization the force and selling power of the united firms has made this particular line jump from nothing to 7,500 cases. In 1914 and 1915 there were marketed only 175 cases of Randal's Grape Juice. The record for 1916 will pass 6,000 cases. The company has increased the sale of Wilbur's Cocoa 100 per cent. and of Mason's Dressing 300 per cent.

Perhaps the most remarkable showing has been on the new Sawtay, a cooking compound with many advantages. The Saute Products Co., which wished to enter the Philadelphia market, picked out the Wholesale Grocers' Sales Co. as a medium, and action quickly followed. At a dinner given by the members of the Sales Company to their salesmen, Mr. Bayer, of the Saute Co., furnished the selling points on Sawtay. The Sales Co. started a five day campaign on November 20th; the sales were reported each day with the following surprising record:—

Monday, November 20th, 2,717.
Tuesday, November 21st, 1,534.
Wednesday, Nov. 22d, 1,457.
Thursday, November 23d, 1,059.
Friday, November 24th, 1,174.
Total, 7,941.

The first order placed by the Sales Co. for Sawtay was a trainload of 12,000 cases for a product that was not even in the market before.

The territory covered by the Wholesale Grocers' Sales Company reaches for 150 miles around Philadelphia. Only merchandise of reliable character is taken hold of by the organization and care is taken that everything sold conforms to Pennsylvania's pure food laws.

The Sales Company also stands for education of the independent retail grocer and is constantly trying to help him by suggestions as to more modern and up-to-date business methods, window displays and proper handling of merchandise. It is the desire of the organization to promote good fellowship between the retail grocer and his jobber, thus placing the personally conducted grocery store in a position to more successfully resist the inroads of the strenuous competition with which he is surrounded.

Members of the Sales Company meet weekly. New goods coming on the market are shown and discussed and their market value determined. At times this weekly meeting is addressed by representatives of some food manufacturer who is especially interested in the Philadelphia distribution of his product.

The membership of the Sales Co. is as follows: Comly, Flanigen & Co., James Crawford, George R. Danenhower & Son, Frank Lee Dickinson & Co., James Gillespie & Son, Jonathan Graham & Son Co., William J. Graham & Co., Halpen, Green & Co., Samuel Howell, H. Kellogg & Sons, H. K. Kindig & Co., Kirk, Foster & Co., Lippincott & Co., Alfred Lowry & Bro., William Montgomery & Co., John Price & Co., Reeves, Parvin & Co., John Scott & Co., Inc., Samuel R. Sharp Co., Inc., Charles Shaw & Son, J. Frank Shull Co., Wilson & Richards.

Official Figures Show Present Tomato Prices May Be a Pure Squeeze by Somebody.

National Canners' Association Says 1916 Pack Was Somewhat Over 13,000,000 Cases Against Eight and a Half Million Cases Last Year. Corn Pack About a Million Less.

The National Canners' Association issued its statistics during the week covering the 1916 packs of tomatoes, corn and peas. This paper's forecast of the tomato pack, 13,000,000 cases, proved practically correct. The pack was nearly 5,000,000 cases more than in 1915. The corn pack was 9,130,000 cases, against 10,124,124 last year, not such a falling off as would justify the present very high prices. The pea pack was 6,686,000 cases, against 9,272,000 last year. These figures were published last September.

Following are the tomato pack figures:—

	1916. Cases.	1915. Cases.	1914. Cases.
Maryland	6,042,000	3,084,000	5,850,000
Delaware	1,199,000	711,000	1,335,000
New Jersey	712,000	325,000	728,000
Indiana	760,000	419,000	1,295,000
Ohio	186,000	157,000	523,000
New York	174,000	256,000	601,000
Missouri	211,000	252,000	376,000
Virginia and West Virginia	928,000	969,000	867,000
Washington and Colorado	178,000	128,000	1,963,000
California, est.	1,635,000	1,281,090	.....
Utah	373,000	329,000	739,000
Iowa, Michigan, Illinois and Minnesota	157,000	163,000	368,000
Pennsylvania, Tennessee and Kentucky	458,000	259,000	418,000
All other states	129,000	136,000	159,000
Totals	13,142,000	8,469,000	15,222,000

Following are the corn pack ures:—

	1916. Cases.	1915. Cases.	
Iowa	1,730,000	1,223,000	1,
Illinois	1,540,000	2,081,000	1,
Maine	782,000	942,000	1
Ohio	930,000	1,144,000	1,
Maryland	1,448,000	1,609,000	1,
New York	280,000	1,016,000	
Wisconsin	322,000	208,000	
Indiana	797,000	785,000	
Minnesota	278,000	121,000	
Missouri, Michigan, Delaware, Vermont and Pennsylvania	725,000	722,000	
All other states	298,000	273,000	
Totals	9,130,000	10,124,000	9,

Referring again to tomatoes price last year when the pack less than 870,000,000, the pric not go above $1.05. This year, more than a 50 per cent. incr the price has already reached $ though it receded to $1.25. believed that somebody is ho a large percentage of the 1917

Some Figures Showing Breakfast Foods Sell.

Consumers' Information Bureau Consumers in Every State i Union What Cereals Are Fa With Them. Figures Show prising Facts.

The Consumers' Inform Bureau not long ago set out to what breakfast foods the peop the United States liked best. formation was asked for an ceived from every State of Union, and after it was all lated the table published below compiled. The question was cereal was the favorite:—

Cream of Wheat
Cream Alaska
Corn Flakes
Corn Starch
Corn
Corn Meal
Corn Meal Mush
Corn Crisps
Carnation Mush
Egg-O-See
Friends' Oats
Farina
Force
Grits
Grape Nuts
H.-O.
Jersey Corn Flakes
Krumbles
Luck Breakfast Food
Mother's Oats
Malt Breakfast Food
Mapl Flakes
Oatmeal
Oats
Oat Flakes
Post Toasties
Puffed Rice
Puffed Wheat
Postum
Pettijohn
Quaker Oats
Rolled Oats

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery Wo
Attorney and Counselor at L
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 2609 / Keystone, Race 746

lled Wheat	2
:e	37
:e Flakes	1
man Meal	1
lston Breakfast Food	3
redded Wheat	88
xon Wheat	4
S. Health Food	1
cle Sam	1
heatena	15
heat	7
Wheathearts	1
Wheat Flakes	1
Washington Crisps	15

Another curious fact dug up by the same organization is that while 74 per cent. of all the consumers written to use soup frequently, only 16 per cent. use canned soup.

hat About This Plan of Beating the Cutter?

onto Retail Grocers' Association, Faced With Cut-Price Competition, Which Its Members Could Not Meet, Adopted the R. M. A. Brand as Its Private Brand. Started With Soap and Now Packs Several Other Things. Can Undersell the Advertised Soaps.

he Retail Grocers' Association oronto, Ont., think they have en around the cutter by estab- ng a private brand of their own, R. M. A. brand, under which pack soap, tea, rolled oats, e sauce, soap powder, cleanser a cigar. All of the members being educated to push the M. A. goods, and the business already amounts to something. he start was made on soap. manufacturers of soaps and of nsers did not prevent price- ing of their advertised products he Toronto department stores, Toronto retailers put on the ket their own private brand. s step was taken after negotia- s with the manufacturers had ed. While the retailers main- that they were unfairly treated, manufacturers contend that the onto grocers asked for conces- s which it was impossible to nt.

he Toronto retailers had to pete with two giant department es, both of which were using r grocery sections as "feature artments." These stores sold well-known brands of laundry , for example, at 4 cents per and thus practically monopo- l the trade, as the retailers had uy in 50-case lots to get a price $3.85. This price was impossi- If the retailer sold for 4 cents would make only 15 cents gross 100 bars, or less than 4 per cent. sales. Fifty cases would last average grocer about a year. e retailer could not afford to continue selling these soaps, as t would throw too much trade other commodities to the depart- nt stores.

To meet this competition the Toronto Grocers' Association approached a soap manufacturer to put up "R. M. A." brand. The price secured allowed the retailers to put two ounces more soap into each cake and still get a good margin of profit when sold at the popular price of "six for a quarter."

The success of the "R. M. A." soap encouraged the retailers to promote other private brands, and to-day soap, tea, rolled oats, Worcestershire sauce, soap powder, cleansers, and a cigar, are all being sold under the "R. M. A." label. Negotiations are under way to add more lines to this list. These goods are handled in a systematic manner by the association. The manufacturer is asked to pack the private brand at a certain price and give a guarantee that only association members may purchase this brand. In return for this the association agrees to buy exclusively from the manufacturer as long as the agreement is in force. The association then gets after its members and boosts the "R. M. A." brand, secures their orders and clears them through to the manufacturer, who opens individual accounts with each purchaser. The manufacturer is furnished with a list of the association members and is urged to solicit direct, and thus support the work of the association's committee.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	H Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

Have You Noticed That We Don't Advertise Prices?

¶ During all the time we have been advertising **Harisco Standardized Coffees** in this paper we haven't quoted a price. Why? Because one of the ideas of **Harisco Standardized Coffees** is special coffees for special needs. Every coffee on the standardized list was devised with some particular purpose in mind, and quoting any one of them in a general advertisement might be confusing and get away from the main idea.

¶ Before we sell you coffee we like to get in touch with your wants, so we can sell you something that will help you sell more coffee. We aren't just coffee dealers, we are coffee specialists. We can help you get your trade back if you've lost it.

¶ Let us say again that one of the big things about **Harisco Standardized Coffees** is the fact that they stay uniform forever.

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

WITH THE EDITOR

He Never Said It.

Mr. Leon S. Hattenbach, secretary of the Colorado Retail Merchants' Association, has just been elected State Senator from Denver. A Denver paper quotes the distinguished Senator-elect as follows:—

> It costs the average American consumer twice as much to live to-day as it did a year ago, and it costs the retailer twice as much to do business to-day as it did then. The grocer's profits, however, are smaller, if anything, this year, and his capital will go only one-half as far as it did twelve months ago.

I feel quite sure that Senator Hattenbach never said that, for it isn't true. Neither consumers' nor storekeepers' expenses have doubled in one year. Senator Hattenbach now begins to find out what other great men have found out before him: that the only way to be accurately quoted in the newspapers is to write it out yourself.

Get Back in the Corner, Connelly.

The following dispatch from Chicago appeared in Eastern newspapers during the week:—

TO DISCIPLINE SPECULATORS.

GROCERS' ASSOCIATION TO DISCUSS PLAN AND ALSO EMBARGO.

Chicago, Dec. 10.—Means of disciplining speculators if any are found in current investigations to have conspired to raise food prices will be considered to-morrow at a meeting of the executive board of the National Retail Grocers' Association, it was announced to-night by Frank B. Connolly, vice-president of the association of San Francisco.

The discipline, Mr. Connolly said, was likely to take the form of a boycott. He also said he would urge the board to adopt resolutions favoring an embargo on wheat, flour, sugar, milk and canned tomatoes. In the event the resolutions are adopted, he said, the association would send a committee to Washington to work for an embargo.

My advice to Mr. Connolly is to keep out of the association limelight for a while, and my advice to the National Association of Retail Grocers is to force Mr. Connolly to do that if he won't do it of his own free will. As he probably will not.

The reason is that Mr. Connolly recently confessed in writing that he had told a particularly mean lie about George H. Schulte, of St. Louis. If a self-confessed liar hasn't the decency to keep in the background until people have forgotten his offense, he ought to be forcibly pushed there.

A Remarkable Example of Stability in Advertised Goods.

One big thing about nationally advertised products is their stability. In the beginning the manufacturer fixes a price that he thinks will cover all reasonable advances in the raw material market, and he holds to that as long as he can. It takes a phenomenal market condition to make that price advance.

Take Quaker Oats, a well-known advertised brand. The Quaker Oats Co. is paying almost twice as much for its raw oats to-day as it paid a few months ago, yet Quaker Oats have not advanced and probably will not. I have reason to believe that every case of Quaker Oats sold to-day, if made from oats selling on to-day's market, will net the manufacturer a loss. Yet so solidly has the brand been established as a 10-cent seller that the manufacturer will take a loss before he will advance it.

Contrast this with the so-called competitive brands of rolled oats made by the same company. These are not advertised, and are sold wherever local conditions provide an opening. They are good oats but not the best. Usually these brands rule from 25 to 40 cents a case below the price of Quaker Oats, but being unknown, they did not have the same reason to stay down that Quaker Oats had, and so they went up. Some of these brands are selling to-day at 10 cents a case *above* Quaker Oats.

Stability is a good thing both for consumer and the trade.

The Unique Canned Tomato Situation.

One of the most interesting conditions in the grocery business to-day surrounds canned tomatoes. While men who know strenuously deny that there has been any speculation, many contend that the present situation can hardly be explained on any other ground.

In 1915 the tomato pack was about eight and a half million cases and the price never got above $1.05. In 1916 the pack was along known to be not less 13,000,000 cases and in full kn edge of that the price rec reached $1.40 and even no $1.20. How can this be explai Well, it could happen if somet unusual had largely increased consumptive demand. But th not the case. Retailers bought well this year, but enough to account for the pr situation. And of course it c happen if somebody had boug lot of tomatoes and put them a If that has happened nobody k of it. There is much reason t lieve that everybody in the gr business, jobber and retaile gether, is well stocked, and tha aggregate of these stocks mak the bulk of the 13,000,000 pack the packers have very little If that is true, the high prices been achieved not by reaso speculation or by reason of radical increase in the demand simply by the general upward m ment in all merchandise and b fact that nobody is pressing g for sale.

Something else should be It is perhaps unfair to compar 1915 market with the present ket, for in 1915 the cost of p ing was probably 20 cents a d less than it will be in 1917. tures were 80 cents then; to nobody thinks of quoting less $1, and some packers think the ought to be $1.25. Therefore present spot price, when comp with the future price, which all is not an unreasonable com son, does not appear so high all.

This Man Hopes Cost of Living Will Go Higher.

Says Some Trade Abuses Won't Be Cured Until Prices Get Even Higher Than Now. Useless Expense Must Be Eliminated.

In my humble opinion the present high cost of living is the best thing that ever happened to this country and I believe prices will go higher before they become less, and the higher they go the better for all concerned. In saying this I am not unmindful of the suffering this will cause, but unfortunately, it seems that human progress can only be purchased through sacrifice.

The middleman is frequently blamed as the cause for high prices, just as is the speculator. In neither case is the criticism well founded. Upon investigation the speculator loses more often than he profits. When he loses and sells his products below cost as he did last year, the public naturally does not take up a purse for his benefit. If the middleman incurs costs in the transaction of his business of gathering together and distribution of food products from local centres and abroad he cannot be censured for including these costs in the price. Competition will see that his profits are only commensurate with the service he renders. Bear in mind, however, that the handling cost, like taxes, cannot be dodged but must be borne, and all are in the same dilemma, and the publ the end pays for this waste and less and unnecessary expense.

Judging from past performa the public will continue to be different until the load becomes heavy to be borne. That is wh hope living costs will go hig The pinch of the dollar can do n than all the talk in the world

J. SPENCER SMITH

New York City,

December 15, 1916.

The New York Letter

orm Needed in Coffee Business. Egg Men Start to Defend Themselves. Can Situation Critical. Market Summary.

al Correspondence of "Modern Merchant and Grocery World."

New York, December 15, 1916.

ıere has been considerable discus- during the week among the coffee ting trade over the results of the ing on December 6th, which was ly reported in this correspondence week. As stated before, the pur- of the meeting was to meet the ecedented increase in the costs of ufacturing, packing and marketing bulk and package coffee by im- ing the conditions under which the ters of the United States calcu- l their costs. The position with the ters is that a great many roasters packers of coffee know nothing it how to calculate their costs and underselling the market, in the be- that they are making a profit, reas the fact is their cost is much er than they think it is and they actually making a loss. A discus- at the meeting drew out the fact there is a very wide variation in manner in which the costs systems arious roasters were conducted. It established that a great many ar- s in common use are being sold by ers at less than cost.

* * *

. L. Auerback obtained judgment ng the week against the All Pack- Grocery Stores Co. for goods sold delivered, amounting to $605.52.

* * *

he egg men of the city are rallying heir own defense. The denuncia- of egg speculators has been so e in the local papers, owing to the high prices, that the New York cantile Exchange issued a circular nembers during the week, a portion which was as follows:—

The attacks now being made gainst our Exchange and the in- vidual members thereof by cer- in public officials, upon the false sumption that our practices are sponsible for the present high cost the foods which we handle, and at we are guilty of fraud and de- ption in the conduct of our busi- ess, have reached such a stage that is time we took issue with these ficials in order that the public ould not further be deceived.

These false charges, brought to ur attention through various news- aper articles, are couched, as we elieve, purposely and apparently in ich broad and general terms as nder ordinary circumstances to revent us from bringing the matter o an immediate issue and thereby rotect our business from irrepara- le injury. We are charged with eing criminals engaged in illegal ractices and hoodwinking the pub- c; we are threatened with prosecu- ons and practical annihilation; ut nowhere is any name mentioned r specific charges cited. Therefore e can take the matter up only in a eneral way.

We are advised by counsel that in ieir opinion the rules laid down by he Health Department are consistent with the Cold Storage Law; and we believe they are ample to fully protect the health of the community and prevent fraud and deception on the public in the sale of cold storage eggs. We are further advised that in issuing his order to stamp the words "cold storage" on each egg, Commissoner Dillon has exceeded the authority conferred upon him by law.

It is high time there was a showdown, that we had a hearing, so that the atmosphere might be clarified and the public no longer deceived. Some action, therefore, should be adopted by us, and in closing, let me suggest that in talking to your fellow merchants, call their attention to the requirements of the Cold Storage Law which demands that there shall be no evasion on their part in selling articles of food that have been kept in cold storage, and no sales without representing the goods to have been so kept. In our opinion, the rules of Dr. Biggs amply meet the case, but when you go further, as I understand we are, by placing cold storage notices in such boxes or baskets as may contain loose eggs in bulk for sale, you are only doing what every honest dealer should do.

I, therefore, suggest that we take appropriate action without delay, so that the matter may be settled once and for all.

* * *

Touching the new egg situation, a committee of the New York Mercantile Exchange will shortly begin a civil action against Commissioner Dillon to question his right to make the ruling, which he recently made, that every cold storage egg sold out of its original package must have its character stamped upon the shell.

* * *

Packers are interested in the fact that the American Can Co., which had already announced very radical advances in the prices of the cans in which fruits and vegetables are packed, withdrew all prices on Thursday last. It is expected that many of the packers will either refrain from naming future prices now, or if they have named them, will withdraw them until the can situation is settled.

Summarized Market Conditions.

Tea quiet, but well maintained. Few, if any, concessions are possible to-day on anything desirable. Market will be lower if peace talk continues.—Coffee affected only slightly by peace talk, although if peace comes the demand will greatly increase from Europe and prices will advance. Spot prices unchanged for the week; demand very quiet.—Sugar demoralized, both raw and refined. Raw quoted down to 5.37 cents. Granulated quoted from 7 to 7.15 cents; demand light. General feeling very weak.—Future tomatoes still being quoted at $1.05, $1 having been withdrawn. Some sales were made at $1. Spot tomatoes unchanged, light demand. Other canned goods unchanged and

For Service and Appearance

use

Heekin Heavy Duty Steel Cans

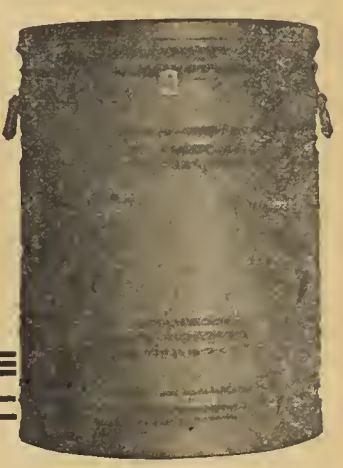
as containers for crackers and coffee

SERVICE They keep out dust and dirt and retain all the freshness and aroma. They're strongly constructed and will withstand rough handling.

APPEARANCE They are handsome and distinctive. Made of plain iron and steel and attractively painted or lacquered, with your name and address.

Size for coffee 15½ x 20¾ in.

Size for crackers 15½ x 27¾ in.



Send for sample

The Heekin Can Co.

New and Sixth Sts., Cincinnati, Ohio

"Heekin Can Since 1901"

You Profit—

and your customers benefit, every time you sell Rumford. Every can sold means another sale of—

Rumford

THE WHOLESOME

BAKING POWDER

RUMFORD CHEMICAL WORKS,
Providence, R. I.

N.65

A Good Time to Judge

the popularity of the "Sperry" System is right now. Pay a visit to any one of our 600 Premium Stores, and learn a valuable lesson in 20th Century Sales Promotion. You will see hundreds of cash customers presenting thousands of "S.H." Stamps for redemption.

¶ What is most important to you every stamp presented is a record of a cash purchase made in a wise merchant's store.

¶ If you are not giving "S.H." Green Stamps, those thousands of redemptions represent lost sales to you. They are unquestionable proof of the popularity of "S.H." Green Stamps and direct evidence of the wisdom of thousands of progressive merchants.

¶ Let our record of redemptions mean cash sales made in your store.

The Sperry & Hutchinson Co.

The Hamilton Corporation

GEO. B. CALDWELL, Pres.

2 West 45th St. New York City

Up-to-date Lighting

Some people are today using improved tallow dips and oil lamps for illumination, simply because they have gotten into an old-fashioned rut. We should all get the Electric Light habit—it will save us money and health, it will lengthen our lives and improve our tempers. The present generation cannot afford antiquated methods

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS

Philadelphia, December 18, 1916.

BUTTER

"Star and Crescent" Creamery Butter, 60-lb. tubs 40c
"Star and Crescent," cartons, prints, 30-lb. boxes 41c
"Clover Leaf" Creamery Butter, 60-lb. tubs, ... 37c
"Clover Leaf," cartons, prints, 30-lb. boxes 38c
"Gold Shield" Butter, 60-lb. tubs.. 35c
Prints, 30-lb. boxes 36c
Sweet Butter (unsalted and uncolored), 60-lb. tubs 42c

MARGARINE

(Made in Elgin)

We invite attention to our Special Brand Margarine, guaranteed to give satisfaction and increase your business. Give us a trial order. Packed in 30-lb. boxes, at.. 23c

CHEESE

Fancy Whole Milk Flats (old).... 25c

EGGS

Premier (XXX) Brand, selected... 45c
Storage Eggs, selected 35c

Second-hand empty egg cases, fillers and flats complete, good as new, 10c. each, f. o. b. Philadelphia.

When ordering kindly state which grade desired. All orders received will be filled promptly at these prices.

Satisfaction guaranteed.

NICE & SCHREIBER CO.

6-8-10 South Water Street

quiet. Both pink and red Alaska salmon very high, but about unchanged in this market for the week; demand good. Domestic sardines quoted at $4.25 per case for quarter oils, f. o. b. factory; very scarce and high.—Dried fruits about unchanged. Prunes strong and maintained; demand moderate. Peaches quiet at ruling prices. Some arrivals of currants during the week, but did not materially affect prices. Raisins firm and unchanged.—Wheat market has broken badly on account of peace talk. General feeling bearish. Flour has broken about $1 a barrel.

Some Reasons Why Cheese, Eggs and Butter are High.

Reports from 282 cold storages show that their rooms contain 33,205,484 pounds of American cheese as compared with 40,434,524 pounds in 223 storages on November 1st. The 203 storages that reported holdings on December 1st of this year and last show a present stock of 25,754,366 pounds as compared with 30,943,632 pounds last year, a difference of 5,189 pounds, or 16.8 per cent.

Reports from 238 cold stor show that their rooms co 2,103,869 cases of eggs as comp with 3,984,634 cases in 254 stor on November 1st. The 193 ages that reported holdings of cember 1st of this year and show a present stock of 1,794 cases as compared with 2,787 cases last year, a difference 993,062 cases, or 35.6 per cent

Reports from 239 cold stor show that their rooms contain 774,859 pounds of creamery b as compared with 84,741 pounds in 220 storages on No ber 1st. The 189 storages tha ported holdings on December of this year and last show a pr stock of 58,627,236 pounds compared with 71,848,767 po last year, a difference of 113, 531 pounds, or 18.4 per cent.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Giving Samples.—Do you know there's an art in disposing of samples? I was never much in favor of throwing them into the order box. Handing one to a customer, along with a word or two about the goods, is better. It suggests importance. It associates more directly the store with the goods. The impression is good. Handing the thing out is more of a complimentary affair. The fact that it has to be carried home, and in a measure taken care of, along with your apparent consideration, gives it weight. Make the most of samples. They cost you nothing.

* * *

Strong Coffee.—Don't you often have a call for "strong coffee"? Are they all satisfied with your nice mild Maracaibo or Bogota? Maybe you're losing lots of coffee trade because yours hasn't "grip" enough. Men, especially working men, like "stimulant" coffee. Easy enough to hit such a taste. The important thing is to do it, and "do it now." It's only one of those out-of-the-common things that you should do. These articles are written largely to get the celrk out of the rut. What the man ahead of you did was good enough, of course, but are you going to lie down on his ideas? Life is progress. Don't care whether your store is fifty miles in the country or in the middle of Broadway, New York. The knack of hitting her in coffee applies in both locations. Believe me, any number of men are driven to drink the rank package coffee because you study their tastes.

* * *

Concerning Children.—Pay atte to the little ones—they're great a tisers. Their table talk is good. ness begets kindness. Yes, they' you if you think they aren't noticing much. Treat her like a lady. She'll talk about it, don't worry. Her purchases are small to but mamma's coming around to-mo Wrap up her change—she's no salesman.

* * *

Business First.—That takes in —and it takes out a lot. Business every hour of the working day. business; act business. Be busi Few men can mix up outside at tions with business and make the ness pay. The principle applies to Talk the play the night before. the game out the night before. when you get on the job in the m ing forget everything but the job. other words, "business first." I knew a man who loved to laugh the glasses till all hours of the m ing. In the end he cried, as they do, yet he had such a strong sens "business first" that headache or he ache, he was always on the job. ashamed to be absent. Whenever feel a certain pride in being late account of the "night before," my w for it, you're going back.

CORRESPONDENCE.

Animals for Sale.

Vaynesboro, Pa., Dec. 8, 1916.
the Editor.
ear Sir:—Will you kindly in-
n me who buys rabbits, Belgian
:s, pedigreed stock, also who
s rabbits for hospital purposes
lispensaries.
Yours respectfully,
F. R. FENNINGER.

ugley & Mullen Co., 1229 Mar-
street, Philadelphia, Pa.

* * *

Start a Five and Ten-cent Counter.

Manheim, Pa., Dec. 8, 1916.
the Editor.
ear Sir:—Would be very thank-
to know whether you could put
in touch with firms such as the
o and 25-cent stores purchase
n. My object is to investigate
ther it would be a safe invest-
it to open such a store in my
ie town. Yours truly,
PAUL W. KELLER.

Vrite Butler Bros., Chicago, Ill.,
end you their catalogue.

* * *

The Specialty Stamp.

Jorth Adams, Mass.,
December 11, 1916.
the Editor.
Dear Sir:—I am a reader of your
rnal and enjoy it very much. I
ice in your paper occasionally an
(and especially in the November
issue) which reads, "The Spe-
ty Stamp Cured the Big Sore of
Specialty Business." Will you
me in your next issue who cures
and how when an order which
vritten on a regular printed form

This Order Guaranteed Genuine
MEMBER
AMERICAN SPECIALTY
MANUFACTURERS' ASSOCIATION

h this stamp, amount of goods,
e of delivery and price, also job-
g house from whom it is to be
oped. You will greatly oblige an
subscriber by so doing.
Yours truly,
M. VAN NESS BRAMAN.

Ve scarcely get Mr. Braman's
nt. What the advertisement
ded "The Specialty Stamp
ed the Big Sore of the Spe-
ty Business," meant was this:
e big sore of the specialty busi-
s to everybody was the fact that
ers taken by specialty salesmen,
oe filled through a jobber, were
en never delivered. For various
sons the jobber wouldn't fill
m. The American Specialty
nufacturers' Association in-
ted the stamp to guarantee the
uineness of specialty orders ob-
tained by its members, and most jobbers now fill them promptly, relying on that guarantee. If this answers Mr. Braman, well and good. If it doesn't, will he please explain a little more in detail what he wants?

* * *

This Man Wants to Market a Washing Tablet.

Philadelphia, Pa., Dec. 11, 1916.
To the Editor.

Dear Sir:—I am making a washing tablet of superior merit, but am not in position to place it on the open market. Would like to get in touch with some parties or firm with whom I could possibly arrange to handle the article for me. Would put it up under any brand desired.

I am writing you for the reason that I have been a subscriber to the "Modern Merchant and Grocery World" for many years while in business for myself, and thinking perhaps you would be in position to put me in touch with some firms that might be interested in a matter of this kind. If so, I will appreciate it very much.

Yours truly,
C. W. DUNMIRE,
827 South Fifty-seventh St.

Business Fine for General Stores.

November Record Shows Still Further Falling Off in General Store Failures. All Other Lines Show Reductions Also, But Not as Much.

Figures from the Dun Mercantile Agency showing commercial failures for November continue to show a remarkable and wholly unexplained falling off in general store failures. Also, this time there is a slight falling off in grocery failures, which have been showing an increase lately. In every other line there was also a falling off, as compared with November, 1915.

The figures follow:—

General Stores—November, 1916, 78; liabilities, $606,393; November, 1915, 164; liabilities, $1,401,262. November, 1916, failures were the smallest for five years.

Grocery Stores—November, 1916, 284; liabilities, $1,235,956; November, 1915, 288; liabilities, $1,204,985.

Dry Goods—November, 1916, 48; liabilities, $722,055; November, 1915, 68; liabilities, $608,313.

Shoes—November, 1916, 20; liabilities, $89,102; November, 1915, 31; liabilities, $187,101.

Hardware—November, 1916, 18; liabilities, $202,517; November, 1915, 24; liabilities, $198,019.

Some Intimate Facts About Jell-O



The waxed-paper bag inside the Jell-O cartons affords absolute protection to the contents against moisture and atmospheric conditions.

It is air-proof and moisture-proof, keeping the Jell-O always pure, clean and sweet.

The Jell-O in every package is *fresh*, whether made yesterday or many months ago. It does not lose its flavor or grow stale.

The last package of the dozen on the grocer's shelf is as fresh and sweet as the first.

From start to finish the operation of "putting up"

JELL-O

is an interesting one. Wonderful automatic machines perform it—each completing a package of Jell-O in two seconds—from making the waxed-paper bag and filling it with Jell-O, to putting the filled bag and a recipe folder in the carton and closing and sealing it.

It is all very sanitary and very satisfactory.

The seven flavors of Jell-O—all pure fruit flavors—are Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate.

THE GENESEE PURE FOOD COMPANY, Le Roy, N. Y., and Bridgeburg, Ont.

CASH TALKS No. 1

BUY groceries direct at rock bottom prices. We help you compete with the chain stores. Get in line—mail your order now before prices advance.

	Dozen
No. 1 California Apricots, 4 doz. . . .	$0.90
No. 2½ Cal. Apricots, "Royal Knight"	1.75
No. 3 Cut Wisconsin Beets	1.25
No. 1 California Royal Anne Cherries .	1.40
No. 2 Maureen Corn	1.25
No. 2 Van Camp E. J. Peas	1.10
No. 1 Clipper E. J. Peas, 4 doz.	.70
No. 2½ Gold Bar Y. C. Peaches	2.00
No. 1 Flat Hawaiian Pineapple	.90
No. 3 Standard Tomatoes	1.35
No. 2 Standard Tomatoes	1.05
Oil Sardines, keyless	4.15
Oil Sardines, keys	4.50

Special prices quoted on Soaps, Cereals, Milks and other staples. Terms—Cash, f. o. b. Pittsburgh.

THE CAPLAN GROCERY CO.

Wholesale Cash Grocers

2106-08-10 Penn Avenue : Pittsburgh, Pa.



No. 394.—An Employe's Right to Sell a New Employer the Business Secrets of an Old One.

While my answer to this correspondent's letter will not suit her, the question she raises will interest every reader hereof who employs clerks and has certain details of his business which he wishes to keep secret. It will also interest clerks and other employees who by reason of their employment are in position to learn those secret business details. By request I withhold both this correspondent's name and town:—

> Your articles are chiefly to employers. Will you please advise an employee. The writer is employed in a manufacturing plant in which trade secrets are prominent.
>
> My daily work embraces some of these processes, and by "observation" I have found out those to which I am not entrusted.
>
> I have signed no contract, nor is my salary above the average (nor does it seem half sufficient for the trust imposed), and prospects for much advancement are slim. Another firm will gladly hire me at 100 per cent. increase, for the formula and methods in which I am proficient. Is there any reason why I cannot engage with this firm?
>
> Of course I shall be obliged to hand over the formula, etc., to this new company. In that case how can I protect myself so that I cannot be discharged for any cause after the information they require is handed over? How should such a contract be worded, and are there printed forms, such as would fill my case? What are the principal clauses one should have inserted in the agreement? Of course a lawyer would be engaged if necessary, but your opinion will be greatly appreciated.

What I shall say in answer to this correspondent applies not only to her case, but to any other case where a business employer has trade or business secrets which are valuable and peculiar to his own business. I suppose there is hardly a reader of these articles who is not in that class. It applies to exclusive business secrets of any character whatever—formulas, recipes, processes, methods, names of customers, or any other information which a man is using exclusively in connection with his own business.

I am obliged to advise this correspondent that she cannot make any use whatever of her employer's formulas. The law is well settled that (I am quoting from a leading case) "a person employed by one using a secret process with knowledge that the employer is trying to keep it secret, impliedly agrees not to divulge the secret, and will be enjoined from divulging or using same to the injury of his employer."

There need not be any written contract at all. The law reasons that the relations between an employer and an employee are necessarily confidential and when an employer allows his employee access to his business secrets, the tacit understanding between them *must be* that the employee will respect that confidence. There are many cases on record in which employees have not respected it, however. They have gotten private information out of their employer's business and then sought to sell it to another employer. In not one case has the law failed to issue an injunction. The law of such a situation is well summed up thus:—

> **Employees of one having a trade secret who are under express contract, or a contract implied from their confidential relation to their employer, not to disclose the secret, will be enjoined from divulging or using the same to the injury of their employer, whether before or after they have left their employ.**

At the same time, while no written contract is necessary, I should always have one, if I were an employer. *Any* employer who has any secret and peculiar information about his own business, which he would hesitate to have an employee give up to a competitor, should protect himself in every possible way. The most certain way is to tie up his employees in a little contract reading something like this:—

> The party of the second part (the employee) hereby agrees to make no use whatever of any trade secrets or private information concerning the business of the party of the first part (the employer) which may be communicated to him, or which he may learn during t period of his employment wi the party of the first part, e cept in connection with sa party's business.

Occasionally the new employ whom the trade secrets of the employer are to be communic can also be prevented from u them. It is well settled that w there is a contract between an ployer and his employee, not to close a trade secret, not only the employee be enjoined from closing it, but any other empl will be enjoined from receiving utilizing the disclosure, provide had notice or knowledge of the tract.

I think I should add that the above explained applies equall former employees who seek to their former employer's secret another employer, and to those go into business for themselves seek to use them that way.

(*Copyright, December, 1916, b Elton J. Buckley.*)

—

Question: H. Clark, Statesb Ga.—About six months ago a

Shuman Shelf-Pricing Will Help You Make More Money in 1917.



It will make you more money by making your store more popular with more people.

It will make you more money by saving the time of your clerks, so that each clerk can make at least 25% more sales per hour, day or week.

It will make you more money by preventing mistakes in prices—and by saving the labor of marking the price on every carton, can or package.

It makes it easy to *advance* prices, as your costs advance; and by pricing these advances in PENNY FIGURES, instead of by 5's and 10's you will maintain your reputation for selling good goods at reasonable prices.

The Shuman System consists of metal clamps that spring onto shelf, box, crate or basket with gummed price stickers to paste on the face of the clamps.

You change prices either by shifting the clamps or by pasting new stickers on them.



Cost Very Little

One set, consisting of 50 clamps and 1110 stickers, only $3.25. Order through your jobber, if he does not carry them, we will send by parcel post prepaid on receipt of price.

Extra Clamps—$2.50 per 100. Extra Stickers—10c for 50 of a kind.

The Frank G. Shuman Co.

Room 906, 168 N. Michigan Ave., Chicago, Ill.

ROYAL BAKING POWDER

ABSOLUTELY—PURE

Everybody knows that all the grocers in the world, taken together, sell more ROYAL BAKING POWDER than any other kind. This proves that ANY grocer can do the same thing.

ROYAL BAKING POWDER properly displayed and recommended to your customers will pay you more and surer profit than any other brand you can handle.

Contains No Alum Nor Phosphate



ROYAL BAKING POWDER CO.

NEW YORK



party garnisheed me for the ount of another party, supposing I owed them. The summons ed for the case about two ıths after suing proper. Not ng the party anything the time ped my memory and I was not ourt and a judgment was found inst me. Please advise me if re is any way of appeal or to e the case retried. I can prove he satisfaction of the court that id not owe them if I can just e a chance to represent my-

Answer.—The best thing you can is to get a lawyer as soon as you . He will go into court and ve to open the judgment on the und that you had nothing in r possession belonging to the tor. Probably it will be opened, the thing will come out all ht, but your expense and bother l be about twice what it would e been had you paid attention to matter in the beginning. It is er safe to ignore a legal notice any character.

—

Question: Rex, Pa.—A desires to n $100 and arranges with B for amount, giving him a one year's e after date for the $100 with s an endorser (accommodation). e note is dated August 7, 1914. When the note falls due August 7, 1915, A does not pay it, and on August 14, 1915, B presents the note to C, the endorser. C instructs B to insist on A assuming the payment of the note. C hears no more about the note until December 7, 1916, one year, three months and twenty-three days after, when B files the note with a justice of the peace against C for collection. Must C assume the payment if A refuses, or, in other words, does the note hold C after such a lapse of time?

Answer.—Under the Pennsylvania law, in order to hold an endorser, you must present a note at maturity to the maker, and if it is not paid, notice to that effect must at once be given the endorser. Apparently this was not done. C was entitled to notice as soon after August 7, 1915, as was reasonably possible. If both parties were in the same town this would mean the next day. My judgment is that C was released by the failure to notify him of A's failure to pay, until August 14th.

The delay in suing on the note is not in my judgment important. B could sue either A or C, whichever he chose, and if he had properly served C with notice, he could have waited six years before bringing suit.

—

Pennsylvania Organization Notes.

Sherrard Ewing, secretary of the Chamber of Commerce of Reading, Pa., has resigned his position, to take effect at the close of this year. He has connected himself with the American City Bureau.

* * *

At the annual meeting of the Bethlehem Retail Merchants' Association the following officers were elected: President, E. T. Parker; vice-presidents, E. J. Delfraisel and J. H. Weigner; secretary, O. H. Best; financial secretary, B. H. Schneiler; treasurer, H. H. Seifert. The association is prospering.

* * *

In a window dressing contest arranged by the Germantown Business Men's Association the following retail grocers were awarded prizes: First prize, Mitchell, Fletcher & Co.; third prize, Charles Y. Scully.

* * *

State President Harry W. Shaffer and Field Representative William Smedley, visited Mt. Carmel on December 7th and met the local committee having the arrangements for the next convention in charge. It was decided to fix the dates for August 6th, 7th, 8th and 9th. Sessions will be held in the auditorium of the new High School Building and the headquarters will be at Marble Hall.

* * *

The Allentown Chamber of Commerce held a luncheon at the Hotel Allen on Friday, December 8th. Charles Newbold, of Lancaster, was the speaker.

* * *

The Lehighton Board of Trade held a special meeting on December 8th and after the business for which the meeting had been called was disposed of those present were entertained with an exhibition of moving pictures by the National Cash Register Co.

* * *

Mr. Smedley addressed the Slatington Business Men's Association on Friday, December 8th. This organization is a live body of business men. It has well located and well furnished rooms and will shortly put on a campaign for new members.



The Customer's Always Right.

I get up against a whole lot of stunts that make me sick, but I believe the one that makes me the sickest is this stunt that some fellows are trying to put over to storekeepers that "the customer is always right." Every time I read that I sweat blood.

I just got through reading another piece about it in the "Saturday Evening Post." There was a long talk in there that a reporter had with a man who had started in the department store business with something like forty cents, and now had forty million. He didn't give his name—because he was ashamed to, I'll bet. He said the "customer was always right" business had been the thing he'd made most of his $40,000,000 on.

A storekeeper that talks that way, and does that way, is a blamed two-face, if you ask me. The customer ain't always right, everybody knows that. If you want my opinion, I say the customer's wrong more times than he's right. And before I'd take their blame on me, if I had a store, I'd sell out and get a job in the gas office, where the customer's always wrong.

I've got a customer that feels that the customer's always right. That is, he did feel that way, up to one day last week. I don't know whether he feels so now or not—I ain't had a chance to talk to him about it since.

Him and I have had a lot of talks about this thing of handling kicks from customers. He always gave in to 'em—said that was the only way to do business. "The customer's always right." I didn't think so, and I've argued real loud with him about it a dozen times. He's been kind enough to tell me a lot of times that if I tried to keep store the way I believed, I'd bust up inside of a month.

All right, maybe I would, but I'd bust up with all me flags flying.

But all this happened before that day. On that day I made his store on one of my regular trips and was loafing around waiting for him to get through waiting on trade.

While I was in the store a woman came in from some firemen's auxiliary or something, to buy chickens for a big firemen's parade. About ten million firemen were coming from all over to have a parade and they were going to feed chicken to the whole bunch. Some order!

The woman didn't seem to want to give him the order, but she came in to do it, all the same.

"Mr. Gordon," she said, "I and a few other of the ladies on the committee were in favor of giving our order to Mr. Simpson, because his son is a member of the Good Intent Company, but the majority of the committee thought you ought to have it."

Then they started to figure the thing out, and while they were at that, another woman came in.

She had a kick, and she couldn't hold it, so she butted right in. This was on Monday, and she said the roast of beef she'd had on Sunday was so tough that she'd had to throw it away. She'd had a bunch of company, she was all feazed up and had it in for the boss.

She started to get it off as mad and loud as a hen with a tail feather pulled out. He asked her to wait a minute until he got through with the other woman, but she said somebody was waiting for her and she wouldn't wait.

That was some situation. There was the fire woman with a juicy order, hunting for some excuse, maybe, not to hand it over, and there was the other woman, butting right in with the excuse. I woke right up. If "the customer's always right" here, he'll probably lose the order.

He started to smooth her down, but she wouldn't smooth. I would have give $40 to march up and smack her old red face—she was as ugly as sin about it.

When she said after awhile that this was the steenth time she'd had trouble with that store and she wasn't going to deal there any more. *he* woke up and started to get into the thing. He sent for the order clerk and in five minutes he'd showed the woman was plumb wrong. *She hadn't bought the roast there at all*—the cook did the buying and she got it somewhere else. When they got through she was completely down and out. Didn't have a leg to stand on!

"Bully work!" I said to myself. "Go to it!"

"Now, Mrs. Jones," he said, "you said you wouldn't deal here any more; all right, I say to you that I don't want your trade. I've always had trouble with you—you're always making complaints that have nothing to them. Now please don't come in this store again—I don't want any more dealings with you."

Prettty raw for a fellow whose customer was always right, wasn't it? "Glorious, old hoss!" I said to myself. Gee, how fine I felt! It was exactly my line of talk in a case like that.

"And he's saved the big order, too," I said to myself. Wait a minute—don't jump too quick at conclusions. Remember he was dealing with women.

Mrs. Jones marched out all red and fussy without saying any more. I'd have cheerfully-gave up a week's salary to have made her walk Spanish as she went, but I'm always able to be a gent except when I've mixed grape juice and milk. When I do that I try to cut my mother's ears off.

Now listen to the woman with the big order.

"Mr. Gordon," she said, "I'm amazed at the way you talked to that lady, and before I place this order I shall present the whole ter before the ladies of the com tee again. I'm sure they wi agree with me in not wantin patronize a man who talks like to any lady."

Then she walked out, with excuse for not handing the over, all made up. I don't whether he got the order or no I'll bet a million he didn't. between ourselves, d'ye know I'd have done? I'd have gon and seen every woman on that mittee and told 'em the real

Now that you've heard the what have you got to say? case of being damned if you d damned if you don't, ain't it. he did right. Show the bl naggers up, if they're wrong, if they don't like it, let 'em You're better off without 'em. if you give in to a woman like Jones female, where she was lutely in wrong on the whole t you'd pretty soon have her clai a rebate on the meat she had because part of her company come. Not on your life! I will believe that because a f keeps store, he has to put his down so his customers can down his neck.

THE STROLL

CASH PAI
Full value given for all kinds of
Retailer's Certificates, Retailer's Bo
Tobacco Tin Tags, Hamilton Coupons,
Profit-Sharing Certificates, Coupon
Soap Wrappers, Milk Labels
Also all kinds of Expired Coupons, Certi
etc., bought at higest prices. Cash sent
receipt of goods.
NATIONAL COUPON EXCHA
60 Newark St., Hoboken, N. J.

The Reputation and Standin
Walter Baker & Co
Cocoa and Chocola
Preparations


Registered, U. S. Pat. Off.

Have been built u years of fair dealin honest manufactur an unwavering po of maintaining high quality of goods and by ex sive and persist advertising.
This means for grocer a steady increasing dem from satisfied customers, in the l run by far the most profitable tra

The genuine Baker's Cocoa and Ba Chocolate have this trade-mark the package and are made only by

WALTER BAKER & CO. L
Established 1780 Dorchester, M



WITH prices on food stuffs advancing daily like a conquering army; with investigating committees and even Congress on the job, trying to stop the pyramiding of prices—you can at least "step from under" on the question of tea—for—

There is no advance in Prices on* LIPTON'S TEA *in spite of the war on land and sea.

This stationary price standard means even greater popularity for **LIPTON'S TEA**—a sort of plus to its uniformity, strength and economy, besides its world-wide quality reputation.

LIPTON'S on the package means **a** wonderful organization—beginning with the greatest tea estates and ending with perfect local service.

These are reasons why bulk tea is being discarded by wise grocers and **LIPTON'S TEA** sold in ever increasing volume.

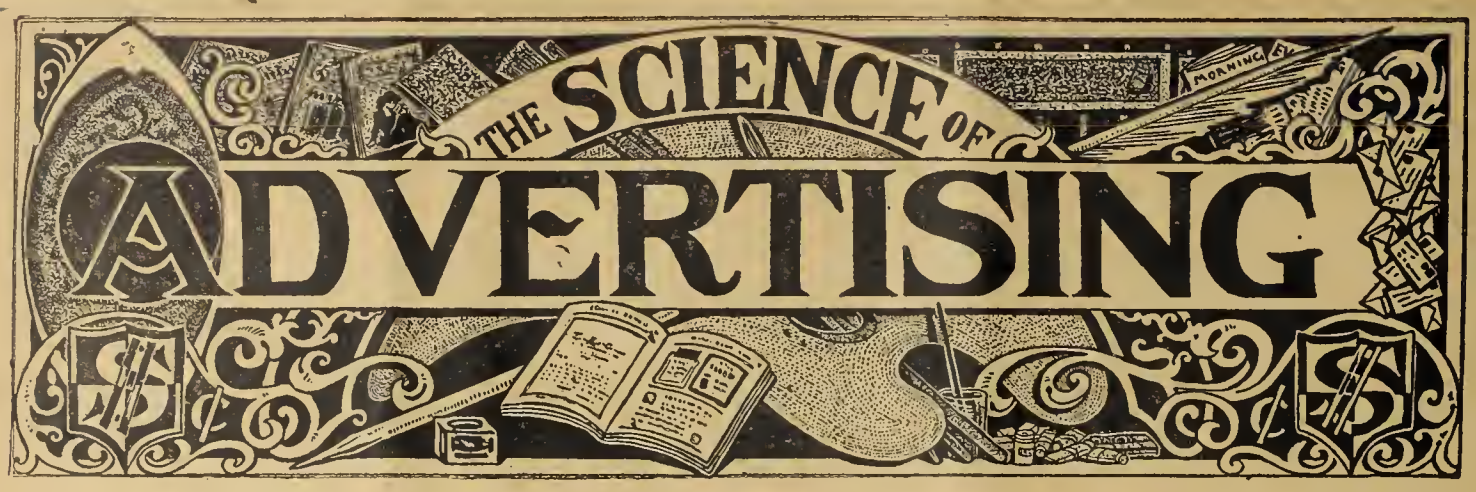
LIPTON'S TEA comes in five kinds, a tea for every taste—it is always right—always nets you the right profit and sells with the least effort on your part.

Thomas J. Lipton

TEA COFFEE AND COCOA PLANTER

149 FRANKLIN STREET, NEW YORK CITY

CHICAGO TORONTO LONDON INDIA CEYLON



Bart, Pa., Dec. 6, 1916.

Editor Science of Advertising.

Dear Sir:—Enclosed find circular which I am sending out by mail, also putting the same in two local papers. Please let me know what you think of this.

Yours respectfully,
H. E. HARSH.

Mr. Harsh's circular was printed in black on white paper 11 x 15 inches, and the reduced reproduction appears below:—



There aren't enough prices quoted on this circular in my judgment. I should have left the grocery advertisement out. It reminds people of what they already know—of what they cannot possibly forget, in fact, viz., that you sell groceries. I should have told why I was going out of the dish business. Reasons always make a reduction sale more convincing. And I should have quoted some present and former values on dishes, and made more of the advertisement altogether. A special sale of dishes just before Christmas is a thing you can make a good deal of, and I should have boomed it for all it was worth.

* * *

I don't believe I would have advertised apron and dress ginghams at all, at least not unless I advertised gift patterns or something like that. And I would have quoted prices. The same applies to rubber goods. Prices should have been quoted. "Your New Overshoes Are Here," would have been a good heading, with prices quoted. The specials are a good idea, especially with the slant about money saved for presents.

* * *

The baseball mask scheme is new. I have never seen the thing worked just that way before. I shouldn't think it would amount to much because it would so soon be over. Although the sale lasts ten days, the scheme might be all over and done with the first hour of the first day. All that is necessary to get it over by that time is for four teachers to visit the store and the gas is completely out of the balloon. I should think it would be better to prolong the effect during the whole period of the sale. Nothing seems to keep the interest up like a contest over the most popular teacher, or popular something or other. That induces rivalry among the contestants' friends and widens the thing immensely. Whereas a contest over the four who simply get to a place first doesn't bring in the friends at all.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Chain Stores Seem to be Going Ahead.

Judging from the official figures, chain stores of the United States are closing an unusually prosperous year. The S. S. Kresge Co. 5-10-cent stores reports sales $18,711,136, an increase of 2 per cent. over the same months year. The company has op nineteen new stores and now 157 in operation. The W worth chain of 5-and-10- stores reports an increase ten months sales of $8,746,69 15.33 per cent. over the s period of time in 1915. The c has been enlarged in the yea sixty new stores, and by the of next year 900 will be in o ation. McCrory's 5-and-10- stores show an increase of 1 per cent. over the business tr acted in the first ten months 1916, and sales for the full yea estimated at $6,600,000. Net e ings on each dollar's sales are pected to improve by reason efficiency methods introduced. H. Kress & Co's sales for the months show an increase of per cent. over the same period year. The full year is expecte show sales of about $14,400 The Acme Tea Co., which oper 425 stores, reports sales of $6, 367, a gain of 156.3 per cent. the four months of the fiscal y which began July 1st. The J Tea Co's sales for the ten mo amounted to $10,122,395, an crease of 57.06 per cent. over same months in 1915. The G Atlantic and Pacific Tea Co., its 2,100 stores, reports sales $44,928,233 for ten months, a of 65.48 per cent. over the co sponding time of 1915.

Municipal Market Seeks to Re High Cost of Living in Evans ville, Ind.

The Municipal Market es lished in Evansville, Ind., by M Bosse to fight the high cost of did a rushing business on the day, with prices from 25 per c to a third less than asked by re ers. Mayor Bosse has been bu vegetables and supplies in car lots in Chicago, Kentucky and o places, wherever he can ob them. He also has bought and coal cheaper than the coal dea here. Prices at the Municipal M ket were: Potatoes, $1.65 a bus butter, 35 cents a pound; eggs cents a dozen. Rabbits, shi here by the hundred, have been ing rapidly at 15 cents each. articles of food purchased at Municipal Market are delivered

The Grocery Markets

Tea.

e tea market shows no change for eek. Business is fairly active for eason, with everything steady to The peace talk has not affected arket as yet, but if it becomes evi- that peace is really coming, the et will undoubtedly be lower, be- the buying will stop.

Coffee.

e coffee market is still weak, with s probably an eighth off, in spite e peace talk, which, if it means ing, would mean the opening of ntire European market, when coffee l undoubtedly advance in price demand for coffee is very dull and ades of Rio and Santos are easy. are quiet and dull. Java and a unchanged.

Sugar.

e sugar market has taken a slump g the week and the price for gran- l is now 7.10 to 7.15 cents. This is p of about 35 points for the week. demand is light and nobody seems ve very much confidence in the et. Raws are lower for the week, pot price being around 5½ cents, sugar for January and February ent is not much above 5 cents.

Syrup and Molasses.

cose is scarce and hard to get. ound syrup shows no change for eek, fair demand. Sugar syrup is nged, good syrup being scarce. mptive demand small. Molasses nged for the week, quiet demand

Fish.

e supply of shore mackerel is not large, but prices are unchanged for eek. The situation is strong. Irish erel still show an advancing ncy and small sizes are scarce. mackerel are quoted up to a barrel, which is probably $10 e normal. Cod, hake and haddock ll scarce and high. Demand mod- Salmon continues very strong. rts from the coast during the week that red Alaska was quoted out at $1.90 a dozen, in a large way, is 50 cents above the opening s. Domestic sardines continue e and high, as do the imported. e are still some French sardines in ountry which were packed in 1914, outside of these, and a few re- ing of later packs, the market is of them. Norwegian sardines are de easier as more are coming over. teen dollars a case seems to be or the best, in a large way.

Canned Goods.

matoes are about unchanged on a of $1.25 for Maryland 3s, in a way. Demand is very quiet. Some es are being offered at $1, but packers seem to think that the should not be below $1.25. Buy- uture tomatoes is a very uncertain proposition, as the chance is that if the present prices continue, the next pack will be enormous, and undoubtedly prices will break, no matter what the cost of packing. Corn shows no change. Official figures show that the 1916 pack is only a million less than during 1915. This has not affected the market as yet. Peas are unchanged and quiet. Everything being firm. Apples are where they were a week ago. Demand quiet. California canned goods show no change and not much activity. The supply of many lines is light. Nobody seems to be interested in naming prices on futures. Small Eastern staple canned goods are unchanged, very ragged and irregular.

Dried Fruits.

Dried fruits are rather dull and will remain so during the balance of the month. Prunes are unchanged, but steady to firm. Peaches, apricots, raisins, currants and the balance of the line are all quiet, but fairly well maintained.

Beans and Peas.

Pea beans are a shade easier in primary markets, although on the spot they are still selling at $6.75 per bushel, in a large way. The primary market is about 25 cents under that parity. Marrows are steady at $7.50. Demand light. California limas, green and Scotch peas are unchanged on last week's basis.

Butter.

The butter market is very firm, at an advance of 1½ to 2 cents per pound for the week, due to the good consumption and the very light receipts. Market is firm, and if there is any further change it will probably be upward. The boycott in some sections of the country had some effect on the market. but it seems now to have disappeared. The warehouse stocks are very light, as compared with the previous seasons, and the market is 4 to 5 cents above normal.

Eggs.

Owing to the cold weather, fresh eggs have advanced 3 cents during the week The market is very firm. The consumptive demand is good and the receipts light. Storage eggs are up 2 cents and show a good consumptive demand. The holdings in storage are now quite light, and the entire situation is now very firm.

Cheese.

The cheese market is steady and unchanged, with a moderate demand. There is a light supply in the Western markets, but the general feeling appears to be a little easier, and if there is any change there will probably be a slight reduction. Export demand of cheese from Eastern markets is now light.

Provisions.

The provision market is steady and unchanged from last week. Receipts



How Much Better This Is Than a Premium

¶ The finest grade of cocoa possible to buy (genuine Opler Brothers Breakfast Cocoa), packed in a high-grade glass preserving jar. Customer really gets something for nothing which she will appreciate far more than a trashy premium. Put a few jars in your window with an economy placard over them and see what happens.

¶ One way of meeting chain stores.

OPLER BROTHERS, Inc., 171 Duane St., New York

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.



Forbes Indexed Coupon Books

We send them F. O. B. destination anywhere in the United States.

SAMPLES FREE

J. P. FORBES, Forbes Building, Coshocton, Ohio



Don't Sell Unprofitable Wheat Cereals

Every grocer must sell at least one wheat cereal. Some wheat cereals actually cost him money to sell, instead of paying a profit.

Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

appear to be normal for the season, and the consumptive demand is fair. No important change appears in sight for the balance of the year. Pure lard is steady at a decline of ¼ cent, due to the freer killing of hogs. Demand is only fair. Compound lard is steady and unchanged, with a fair consumptive demand and a weaker feeling on account of the pure lard situation. Prices of compound are still fairly high, but the general feeling is weaker. Barreled pork is unchanged and in quiet demand. Dried beef is in light demand at unchanged prices. Canned meats are steady.

Poultry.

Although the weather will have considerable to do with it, it looks now as if turkeys might rule around 29 to 31 cents during the Christmas trade. This is not materially different from the Thanksgiving prices, which got as high as 32 cents and as low, in certain localities, as 5 cents. Ducks are very dull, on a basis of 22 cents, which is low compared to the prices of other poultry. Geese are quiet at 20 to 21 cents, which is about a normal price. Chickens are in fair demand. There is a large supply of poultry of all kinds in the warehouses.

INDIVIDUAL MARKET REPORTS.

Canned Tomatoes.

Lack of demand has brought about a decline in the market on tomatoes; not that there is any glut of offerings, but simply a case where a packer here and there has a small surplus which he wants to close out before freezing weather and is willing to shade the price rather than carry the goods through the winter. It is pretty generally believed that this reaction is only temporary, and the packers who have facilities for carrying the goods are not at all disturbed over the present condition of the market, but on the contrary are glad to see these remnants cleaned up, so as to make a healthier condition next spring and summer.

We are having quite a lot of inquiries for future tomatoes and it seems the trade are more anxious than ever to get quotations. It would be very unwise, however, for a packer to make a price without some definite idea of the cost of production, and it has been figured out by a competent committee that the increased cost of packing No. 3 tomatoes would be anywhere from 20 to 31 cents per dozen over last year, depending on the price of cans and raw stock. As soon as we are in a position to quote prices, will notify the trade.

The market on corn is in good strong shape and offerings are very light.

C. W. Baker & Sons.

Aberdeen, Md.

Imported Fish Specialties.

Herrings of all kinds are selling freely and the market is in a very healthy condition and prices steady and strong. We have been in hopes up until now of getting at least a few shipments of Norway mackerel, but communications received to-day from Norway report that there is absolutely no chance of getting any real good Norwegian mackerel this season. Our friends report that just one parcel of unassorted mackerel was sold, which probably was destined for the American market, but the quality was so inferior that our agent did not care to handle them for our account. Most of the Norwegian mackerel caught this season has been sold to foreign countries at very high prices, and in an unassorted way.

The demand for imported oil sardines of all kinds continues very good. Supplies are just about sufficient to cover the demand, and prices show no sign of weakness—on the contrary. The fishing in Norway, unfortunately, has been rather poor right along and suitable goods are hard to obtain and only at steadily advancing prices.

Strohmeyer & Arpe Co.

New York.

Sugar.

Refined Sugar.—The market has ruled quiet, with an easier tendency in sympathy with the weak and lower raw market. All refiners are quoting basis fine granulated 7.15 cents, regular terms. It is possible to buy in instances at slightly below this price. The demand is light and for immediate requirements only. We see nothing in the situation to warrant buying ahead of actual needs, and think it is advisable to continue the hand-to-mouth policy. All refiners can ship immediately.

Raw Sugar.—The market has ruled dull and easier, with sales reported 5,000 bags Cubas on the spot at equal 5.27 cents, duty paid to the American, showing a further decline of one-eighth to-day. The market closes very quiet.

J. H. Huston Co., Inc.

Philadelphia, Pa.

Spices.

The market is very active. There is a very uneasy feeling as to the future supplies and possibilities. We had some startling advances during the week and further changes are very possible. The domestic demand is large and the export needs are exceedingly broad.

Pepper.—Demand has been large and prices quoted by foreign shippers are higher. Prices have therefore been advanced here sharply on black pepper. Whites are also firm, with upward tendency.

Red Peppers.—Rather quiet during the week, with only routine trading.

Cloves.—Are a shade firmer in all positions, though notably unchanged.

Pimento (Allspice).—Very firm and in good demand at steady figures on spot.

Mace.—In better demand at generally steady, but unchanged prices.

Nutmegs.—Supplies here are small. The market is firm. While figures have not been changed, there is every possibility of higher prices. In fact, prices in the Orient are higher on spot values.

Cassias.—Saigon and China grades both very active at higher prices. Stocks here are limited. Foreign markets are firm and higher.

Gingers.—Rather scarce and firm, though less active this week. Spot prices are based on very limited stocks. When sold out, prices will no doubt advance.

Paprikas.—Exceedingly scarce on spot and prices are firm. Some fresh arrivals are soon due.

Seeds, Herbs, Etc.—Mustards of all kinds are active. Caraway is firm and in fair demand. Poppy scarce and likely to go higher. Sage and sweet herbs very active.

McCormick & Co.

Baltimore, Md.

Stevens Bill Hearings on Thursday and Friday.

Edmond A. Whittier, secretary-treasurer of the American Fair Trade League, announces receip a telegram from a member of House Committee on Inters and Foreign Commerce read "Committee at its meeting to- granted hearings on Stephens (H. R. 13,568) for next Thurs and Friday." This action is un stood to be in fulfilment of agreement made at the close of last session of Congress by w the Stephens Honest Adverti Bill was scheduled as the first m ure to be given consideration by committee at the beginning of session. The meeting to-day the first since Congress conv last Monday.

AMONG THE TRADE

The official ticket of the Gro and Importers' Exchange elec to be held January 10th nex as follows: President, Wm Kirk, Jr.; first vice-president, M vin M. Eavenson; second v president, John S. Engart; tr urer, Alexander Henry; secre John E. Poore. Directors: Ch D. Joyce, Albert M. Warren, W J. McCahan, Robert Comly, Wm Halpen, Wm. J. Campbell, Her Schwacke, H. A. N. Daily, Ro Stewart, W. H. Mechling, J Lawrence, George S. Washing E. W. Tallman, George Lippin H. G. Peddle, J. Stromeyer, W B. McKaig, Ralph H. Whitm Watson M. Null, Eyre Mer W. G. Bonstedt. Ten directors to be elected.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

New Crop Louisiana Molasses

We offer for prompt shipment the New Crop Genuine New Orleans Molasses, early arrivals. The quality is fine this year and the prices reasonable

"COSA NATURAL"—A well-known brand of an old-fashioned open-kettle Molasses, extra fancy quality, light color, fine flavor. You can get nothing finer than this. Barrels only, price 53c. per gallon.

"INGLESIDE PLANTATION"—One of our popular marks, being a fancy quality, light colored and good flavor. We recommend this as a high-grade pure New Orleans Molasses. Always pleased. Barrels only, price 46c. per gallon.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 132.

ve cases Dunham's Cocoanut; 5-size, 23 cents per pound; 10-cent 22 cents per pound; 20-cent size, ents per pound; 40-cent size, one d each, 20 cents per pound. Good, stock. Will exchange for a coffee either counter or alternating cur-

Hyattsville Grocery Co., Inc.,
Hyattsville, Md.

Offer No. 138.

dozen Economy jars, pints, 30 a dozen, 7 dozen Economy jars, s, 40 cents a dozen; 4 dozen Econ-jars, half gallons, 50 cents a dozen. ainers in good condition and the is 60 per cent. below original cost. e Peerless Suction Cleaner (sec-hand), as good as new; used very ; original price $14, now $5. This er is a bargain. Hand operated.
P. L. Clase, Son & Co.,
Oley, Pa.

Offer No. 139.

e for sale Counters, Shelving, Bins. askey System, etc.
Emmett J. Boyer,
Bowmanstown, Pa.

Offer No. 140.

fteen Kin-Hee Quick Coffee Pots, inum, six-cup capacity: wholesale tity price, $1.98; all or part of them .50 each.
ur cases Snowboy Washing Pow-family size, 24s, at $2.95 per case.
vo cases Swift's Pride Washing der, 100s, at $3.25 per case.
vo Vegetable Cases (Walker Bin), compartment, approximate measure-s, 20 x 37 x 48; cost new $20 each, each.
vo Loose-Wiles Biscuit and Cookie s, 20-can capacity; cost $5 each, at each.
l f. o. b. Horseheads, N. Y.
W. H. Myers,
Horseheads, N. Y.

Offer No. 143.

ne No. 1 Royal Coffee Roaster and tric Motor, good as new; would like ell for $80. "J. S.,"
re Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

ne 180-Account Recapitulator, made the American Sales Book Co., of ira, N. Y., in good condition; also a g Box for sales slips, which goes it. Cost new, $85; will sell for cash, f. o. b. Frcehold.
Chas. Mount & Co.,
Throckmorton St., Freehold, N. J.

Offer No. 145.

ave for sale a half-horse power, ct current electric motor, complete Gutler-Hammar speed controller; n perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.
J. S. Peters,
415 Curtin St., South Williamsport, Pa.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.
70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.
25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.
20 packages Brubaker's Creamed Pudding, 10-cent packages, at 6 cents per package.
60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.
30 cakes Hand Sapolio, 5-cent cakes, at 3 cents per cake.
25 cakes Enoch Morgan's Sapolio, 5-cent cakes, at 3 cents per cake.
100 cakes Milady Toilet Soap, 5-cent cakes, at 3 cents per cake.
All f. o. b. Lancaster, Pa.
Fulton Grocery,
601 N. Plum St., Lancaster, Pa.

Offer No. 151.

Five dozen Ladies White Fine Ribbed White Fleeced Pants, size 36, Setsnug brand (6¾ lbs. to dozen on size 36), at $4 a dozen, f. o. b. Palmyra, Pa.
Theo. E. Lerch,
Palmyra, Pa.

Offer No. 152.

We have 16 pounds Tetley's Tea, which we will sell for 30 cents per lb.
Three Toledo Scales, Butchers' Ice Box, Meat Table, etc. Will sell cheap.
C. R. Lee,
212 Penna. Ave., Meadville, Pa.

Offer No. 153.

For sale. A lot of about 2,398 pieces of blue and white lined enamelware, known as the Ideal Agateware, and manufactured by the Cleveland Stamping and Enameling Co., and graded as first class. Will be very glad to mail a list to anyone interested in purchasing same. As the cost has advanced considerably, we will name an interesting price for a quick sale.
C. F. Bonsor & Co., Inc.,
Philadelphia, Pa.

Offer No. 154.

One thousand dollar post office equipment, including 331 keyless lock boxes, has been left on our hands, because Government has moved to new building. If you are interested, make an offer.
M. L. Jackson & Son,
Hammonton, N. J.

Offer No. 155.

Complete equipment of modern grocery store for sale, as follows:—
National cash register, total adder, check thrower, in perfect condition, used about three years; cost $350, sell for $100.
Time recording clock; cost $45, sell for $15.
Platform scale, weigh up to 750 pounds, $10.
Three counter scales, with weights, each $2.
About 60 feet hardwood fixtures, per foot, 25 cents.
About 40 feet hardwood counters, per foot, 40 cents.
Floor coffee mill; cost $30, sell for $10.
Two push carts, Acme style, each $10.
About 20 spice caddies, each 30 cents.
Four-chamber refrigerator, $15.
Cash desk, with drawer, $10.
Potato shovel, scoops, etc., at right prices.
Will sell as a whole, which will include all other equipment now in use, at $200. All guaranteed in good working condition; in use about five years. Can be seen at 1901 Orthodox street, Frankford. Possession any time after December 26, 1916.

Offer No. 156.

I have for sale one Pittsburgh lamp for store, valued at $3 wholesale, for $1.50.
Also one paper baler, valued at $12.50, we will take $8; has not been used very much.
Also a candy or notion show case, with 40 drawers, $12 when new, we will take $6.
Empty egg cases and empty carbide cans, 100-pound size.
J. Masquelier & Bro.,
McDonald, Pa.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

FOR SALE OR RENT

STORES.

FOR SALE.—Store (20 x 35), stock and fixtures and ten-room dwelling. Suitable for any kind of business. Several large foundries expect to open up here soon. Will sell for $7,000, half cash, balance on first mortgage at 6 per cent. Address C. Eshler, Penns Station, Pa. 1

FOR SALE.—Grocery, centrally located in Lancaster, Pa. Stock and fixtures about $2,500. Building for reasonable rent. Address E. K., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FOR SALE.—General store, two-story brick building, 75 x 100 feet; six ideal display windows, warehouse adjoining; stock $45,000, groceries, furniture, carpets, wall paper, dry goods, ready-to-wear, etc.; established for thirty-five years. Will sell at a reasonable price, cash and terms to suit. Ill health and advanced age reason for wanting to sell. Fine location, big country following. Address A. D. Lydic, Mahaffey, Clearfield County, Pa. 25

FIXTURES.

FOR SALE.—We have one-half horse-power alternating current Enterprise meat chopper, in good condition; cost $145, will sell for $100. Address C. R. Lee, Meadville, Pa. 26

FOR SALE.—Toledo scale, self adder; cost new $150, will sell for $65; used only four months; good condition. Address L. Slater, 722 Walnut St., Reading, Pa. 1

MISCELLANEOUS

WE ARE OPEN FOR A COUPLE choice lines of food products. For years we have developed the territory of Eastern Pennsylvania and New Jersey for various goods sold to druggists, physicians, dentists, barbers, cigar and confectionery dealers, and we wish to extend our field. Highest mercantile references furnished. We have the machinery that will establish your product in this market. Address, in confidence, R. Y., care Grocery World Publication Co., 927 Arch St., Philadelphia. 25

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."



They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

This Space Reserved

for

C. Wilkinson's Sons

Get a customer first buying an advertised brand of you, and it is comparatively easy to sell her other things.

But start to sell her an unknown brand when she first comes in, and the chance is she will never come back. Customers want what they want when they want it.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
Aunt Jemima Mills Co., "Aunt Jemima Pancake Flour" and "Aunt Jemima Buckwheat Flour"

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, DECEMBER 18, 1916.

	COL.
...nia	2
Grease	2
...g Powder	2
...	11
...	11
...ing—Sboe	2
...—Dry	3
...—Liquid	4
...on Cubes and Liquids	11
...es	24
...ers' Sundries	18
...	4
...es	4
...d Goods	5
...ed Meats	6
...	4
...l Specialties	12
...e	10
...ing Gum	20
...late and Cocoa	7
...	17
...sers and Polishing Compounds	21
...nut	14
...e Essence and Chicory	3
...neal	11
...tarch	22
...ensed Milk	9
...lug Tobacco	24
...nut Butter	17
...atessen	9
...ed Meats	18
Dressed Poultry	18
Dried Fruits	14
Drugs	18
Eggs	10
Evaporated Milk	9
Extracts and Essences	19
Fancy Groceries	10
Farinaceous Goods	11
Flour	11
Fresh Fish	14
Gelatine and Prepared Desserts	13
Green Coffee	3
Hominy	11
Honey	23
Horseradish	15
Ink	15
Jars and Jar Rubbers	4
Ketchup	5
Lamp Goods	15
Lard and Compounds	17
Laundry Crystals	22
Laundry Soaps	21
Laundry Starch	23
Lentils	11
Lime	16
Live Poultry	18
Lye	15
Macaroni	13
Maple Syrup	24
Matches	15
Mince Meat	16
Mustard—Prepared	22
Nuts	16
Oatmeal	11
Olives	16
Package Coffee	3
Paper	8
Peas	11
Peanut Butter	16
Pickled Meats and Fish	10
Pickles	17
Plum Pudding	21
Popping Corn	12
Preserves, Jellies, Jams and Marmalades	18
Provisions	17
Prunes	15
Pure Ollve Oil	16
Raisins	15
Refined Molasses and Syrups	23
Rice	20
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	23
Salad Dressing	20
Sal Soda	20
Salt	20
Saratoga Chips	12
Sardines	6
Sauces	21
Scouring Soaps	21
Scrapple	17
Seeds	12
Shoe Dressing	3
Smoked Fish, Codfish and Mackerel	13
Smoking Tobacco	24
Soap Powder	22
Soda—Bi-Carb	20
Soft Drinks	20
Soups	7
Spices	22
Stove Polish	21
Sugar	1
Sundries	23
Syrup and Molasses	23
Table and Cooking Oil	16
Tapioca	11
Tea	1
Tobacco—Plug	24
Toilet Soaps	21
Vinegar	17
Wood and Willow Ware	24
Yeast Cakes	24

ADVANCES.

	COL.
Canned Goods	5
Evaporated Milk	9
Eggs	10
Cereal Specialties, Quaker Oats Co	12
Dressed Poultry, Turkeys	18

DECLINES.

	COL.
Sugar	1
Butter	4
Flour	11
Provisions	17
Dressed Meats	18
Dressed Poultry, Roasting Chicks and Fowls	18

—1—

SUGAR.

	Barrels.
...oaf	8.50
... Tablets	9.35
...al Dominoes, 24 5-lb. pkgs	10.35
" 60 2-lb. pkgs	10.35
...t Cubes	7.85
...ctioners' Lozenge	7.50
...ered	7.45
... Powdered	7.35
...rt and Table, 2-lb. cartons, 48 lbs	7.75
...ulated, fine or standard, McCahan	7.40
" Franklin	7.40
" extra fine, bbls	7.35
" " 2-lb. bags	7.85
" " 5-lb. bags	7.85
" " 10-lb. bags	7.75
" " 25-lb. bags	7.65
" " 100-lb. bags	7.35
" coarse	7.50
...ctioners' Crystal A	7.35
...nfectioners'	7.25
... 1	7.20
... 2	7.15
...klin B	7.00
... C	6.75
...	6.60

TEA.

	Per lb.
...osa—	
...tra choicest, ½ and ¼ chests	.40 -.45
...oice, ½ and ¼ chests	.35 -.38
...est, ½ and ¼ chests	.27 -.30
...e, ½ and ¼ chests	.23 -.25
...ng, black—	
...tra choice, ½ and ¼ chests	.30 -.35
...oice, ½ and ¼ chests	.27 -.29
...est, ½ and ¼ chests	.25 -.27
...perior, ½ and ¼ chests	.22 -.24
...ish Breakfast, black—	
...st picking, ½ and ¼ chests	.30 -.35
...oicest, ½ and ¼ chests	.26 -.28
...od to superior, ½ chests	.23
...st crop, about 28-lb. original boxes	.27
...owder, green—	
...tra firsts, ¼ chests	.35 -.38
...rsts, ¼ chests	.31
...tra seconds, ¼ chests	.25 -.26
...conds, new, ¼ chests	.21
...erial, green—	
...rsts, ¼ chests	.38
...conds, ¼ chests	.20
...n, green—	
...ay pickings, ½ chests	.38 -.40
...rst crop, ½ and ¼ chests	.30 -.35
...cond crop, ½ chests	.28 -.30
...asket fire, uncolored, needle leaf, ¼ chests	.32
...ng Hyson, green—	
...rsts, ¼ chests	.35 -.37
...on, green—	
...xtra firsts, ½ chests	.35 -.40
...rsts, ½ chests	.28 -.38
...conds, ¼ chests	.25 -.27
...am, black—	
...hoice, ½ chests	.31
...o. 1, extra quality, 20-lb. boxes	.34
...ley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—	

	1 lb.	½ lb.	¼ lb.
...old Label, I. and C	.75	.75	.75
...uff Label, I. and C	.59	.60	.61
...reen Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
...range Pekoe	.59	.60	.61
...ed Label, I. and C. or Mixed	.47	.48	.49
...unflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

...reen Label, I. and C., 10c. 2-oz. tins, doz.	.90
...unflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.	.90
...unflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin	1.65
...unflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin	2.70

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.	.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.	.90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4.25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz per bbl.	12.25

Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

—3—

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	.70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23
Mocha Seed Santos, extra fancy	.14
Caracas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rio, prime	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20¼
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.17½
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.15¾
Rio, prime	.14¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (f. o. b. N. Y.)	18.50	18.60
Seven Day (f. o. b. N. Y.)	15.50	15.60

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	.....
Tomson-Hummels, tin, ½ gross per gross	2.60
" imp., ½ gross "	2.15
Floto's, improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 3 doz	2.60
" No. 3, 3 doz	4.10
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs per lb.	.36

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BLUING—Liquid.

	Per gross
Boyer's Bengal 7⅛ oz., ¼ gross	5.15
French Laundry, large, ⅛ gross bbl per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

BUTTER.

	Per lb.
Star and Crescent Creamery, 60-lb. tubs	.40
" cartons, prints, 30-lb. boxes	.41
Clover Leaf Creamery, 60-lb. tubs	.37
" cartons, prints, 30 lb. boxes	.38
Tub Butter—	
Creamery specials	.42
" extra, 60-lb. tubs	.43
" first, "	.40
" second, "	.39
" third, "	.38
" dairy, extra, bakers' use, 30-60 lbs	.38
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.43
Print Butter—	
Gurnse, lbs. and ½ lbs.	.46
Awltru	.45
Honebe	.41
Star or S. D., 1 lb., 20-50 lb. bozes	.46
B. B., E. D., 20-50 lb. boxes	.45
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.44
Sheaf ("400"), Elgin, 20-50 lb. boxes	.43
Sheaf	.41
White Rock	.45

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs	.11¼
" 16s, 30 lbs	.12¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07¾
Searchlight, hotel, 16s, 30 lbs	.07¼
Peerless, hotel, 16s, 30 lbs.	.09¾
Bright Light, 16s, 30 sets to box per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.60
Quarts	5.10
Pints	4 85
"Good Luck" Rings—	Per gross
Case lots of 12 gross	.70
Less case lots	.75
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per gross
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz per doz.	.17

CATSUP.

Snider's—	Per doz.
16 oz., 2 doz	.....
8 oz., 2 doz	.....
Ritter's—	
Tomato, ½ pint, 2 doz	.....
Tabasco, ⅛ pint, 2 doz	.....

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KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.90
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

CANNED GOODS.

Baked Beans—	
Ritter's	.....
B. & M., No. 2	.....
Campbell's, 16 oz., tomato sauce or Boston style ....per case	.....
Snider's, No. 2	.....
Van Camp's, No. 2	1.60
Cruikshank's, No. 2	.....
Heinz's, No. 2	1.60
Dog's Head, No. 3	1.75
Vitcory, No. 1	.....
Tomatoes—	
Standard, New Jersey, No. 3	1.60
" Maryland, No. 2	1.10
" " No. 3	1.35
Lima Beans—	
Standard, New Jersey, No. 2	1.35
" Maryland, No. 2	1.35
Fancy, small, No. 2	1.85
String Beans—	
Standard, New York, No. 2	1.30
Extra fancy, New York. No. 2	2.20
Fancy, New York, No. 2	1.70
Standard, Maryland, No. 2	1.15
Red Kidney Beans—	
Standard, New York, No. 2	1.10
" Maryland, No. 2	1.00
" Illinois, No. 2	1.10
Corn—	
Standard, New York, No. 2	1.30
Fancy, New York, No. 2	1.35
Standard, Maryland, No. 2	1.30
" Maine, No. 2	1.35
Fancy, Maine, No. 2	1.65
Shoe Peg, No. 2	1.40
Whole grain, No. 2	.....
Peas—	
Standard, New York, No. 2	1.25
Sifted, New York, No. 2	1.60
Extra sifted, New York, No. 2	2.20
Standard, Southern, No. 2	1.10
Sifted, Southern, No. 2	1.20
Extra sifted, Southern, No. 2	1.60
Standard, Indiana, No. 2	1.10
Sifted, Indiana, No. 2	1.20
Extra sifted, Indiana, No. 2	1.50
Standard, Wisconsin, No. 2	1.30
Sifted, Wisconsin, No. 2	1.60
Extra sifted, Wisconsin, No. 2	2.20
Beets—	
Standard, New York, No. 2	.....
" " No. 3	1.50
" New Jersey, No. 2	.....
" " No. 3	1.35
Succotash—	
Standard, New York, No. 2	1.25
Fancy, New York, No. 2	1.40
Standard, Maryland, No. 2	1.25
Fancy, Micbigan, No. 2	1.40
Asparagus—	
Small, No. 2½	2.60
Medium, No. 2½	2.40
Large, No. 2½	2.80
Tips, No. 1	2.45
Pumpkins—	
Standard, New York, No. 3	1.35
" New Jersey, No. 3	1.25
Spinach—	
Standard, Maryland, No. 3	1.60
Sour Krout—	
Standard, New York, No. 3	1.65
" Maryland, No. 3	1.60

California Canned Fruit.

Apricots—	
Extra, No. 3	2.95
" No. 2½	2.35
Extra Standard, No. 2½	2.10
Standard, No. 2½	1.95
Bartlett Pears—	
Extra, No. 3	3.25
" No. 2½	2.70
Extra Standard, No. 2½	2.50
Standard, No. 2½	2.35
White Cherries—	
Extra, No. 3	3.75
" No. 2½	3.35
Extra Standard, No. 2½	2.95
Standard, No. 2½	2.60
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	3.15
" No. 2½	2.35
Extra Standard, No. 2½	2.00
Standard, No. 2½	1.75
Peaches, Lemon Cling—	
Extra, No. 3	3.15
" No. 2½	2.35
Extra Standard, No. 2½	2.00
Standard, No. 2½	1.75
Peaches, Yellow Crawford—	
Extra, No. 3	3.00
" No. 2½	2.20
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.60

Eastern Canned Fruits.

Apples—	
New York State, No. 3	1.10
" " No. 10	5.00
Blackberries—	
In syrup, No. 2	1.55
In water, No. 2	.....
Cherries—	
White Wax, light syrup, No. 2	1.50
" heavy syrup, No. 2	1.60
Peaches—	
Table, No. 3	1.45
Seconds, No. 3	1.25
Pie, No. 3	.95

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Pears—	
Bartlett, Extra Standard, No. 2½	2.20
Keifer, syrup, No. 3	1.45
" water, No. 3	1.10
Plums—	
Heavy syrup, No. 2½	1.60
Light syrup, No. 2½	1.40
Blueberries—	
Maine, in water, No. 2	1.50
Strawberries—	
Extra preserved, No. 2	2.00
Preserved, No. 2	1.75
In water, No. 2	1.40
Pineapples—	
Hawaiian, Extra, No. 2½	2.35
" Standard, No. 2½	2.10
" Extra, No. 2	1.65
" Standard, No. 2	1.50

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.45
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 3, 2 doz	1.75
Gold Label, No. 1, 4 doz	.....
Lobster—	
B. & M., No. 1, flat, 2 doz.	6.50
" No. ½, flat, 4 doz	3.25
Star, No. ¼, flat, 4 doz	1.75
" No. ½, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.60
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., rouud, flat, 6 doz.	1.45
Oysters—	
Boyer's, No. 1, 2 doz	1.00
" No. 2, 2 doz	.....
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconochie's, plain	2.40
Salmon—	
Hapgood's, No. 1, tall	2.50
" No. 1, flat	2.65
Fancy Sockeye, No. 1, flat	2.75
" No. 1, tall	2.45
" No. ½, flat	1.80
Alaska, red, tall	2.00
" medium red, tall	1.75
" pink, No. 1, tall	1.30
Shrimps, No. 1, wet	1.15

SARDINES—Imported.

	Per case
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, ollve oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, ollve oil, 50	18.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	17.00
Sea Pearl, ¼s, olive oil, 100	15.00
Tea Time, ¼s, ollve oil, 100	13.00
"Herringlets," ollve oil, 50	9.00
Bouillon "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Elizabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¾s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¾s, 50	4.50
" ¾s, 100	7.00
Underwood's, ¾s, 50	4.50

CANNED MEATS.

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	1.00
Armour's, Helmet brand—	
No. ¼, 4 doz	.50
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.55
Tongue, No. ¼, 2 doz	1.55
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	27.00

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Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	.....
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	.....
" No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	.....
" No. 1	.....
Turkey, No. ½	.....
" No. 1	.....
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—			Per doz.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz			.90
Soups—	Quarts.	Plnts.	½-Pints.
Assorted	3.45	1.95	1.10
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
Armour's—			Per doz
All kinds, No. 1, 4 oz			1.00
Campbell's, No. 1s, 10½ oz., 4 doz.—			Per case
Tomato			3.80
Other kinds			3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Opler Brothers—	
Tin, 5c. size, 1-10 lb., 48 to box.....per box	1.75
" 10c. size, 1-5 lb., 30 to box.....per lb.	.34
" ½-lb. size, 12 to box "	.33
" 1-lb. size, 12 to box "	.32
Glass, 5c. size, 1-10 lb., 48 to box.....per box	1.90
" 10c. size, 1-5 lb., 42 to box...per doz.	.90
" ½-lb. size, 12 to box.....per box	1.70
" 1-lb. size, 12 to box "	2.40
" 12-oz. jar, 12 to box "	2.00
Eating, 3c. Milk, 40 to box.....per box	.80
" 5c. Milk, 24 to box "	.80
" 10c. Milk, 12 to box "	.80
" 3c. Vanilla, 40 to box "	.80
" 5c. Vanilla, 24 to box "	.80
" 5c. Almond, 24 to box "	.80
" 10c. Almond, 12 to box "	.80
Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb.....per lb.	.21
American Milk, 5c. pkgs., 24 to box	.85
" 10c, pkgs., 12 to box	.85
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
Hersbey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ⅛-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34

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Dairy Milk Chocolate, 24 cakes to carton	
Almond Bars, 24 cakes to carton	
" 12 10c. cakes to carton	
Vanilla Sweet Chocolate, 24 cakes to carton	
" " ¼s, 6 and 12-lb. boxes	
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	
Vienna Sweet, ¼s, 6 and 12-lb. boxes	
Chocolatina, 24 cans to box	
Lowney's—	
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	
Cocoa, 6-lb. boxes, 12 boxes in case, ½ tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½ tins	
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	
Cocoa, 12-lb. boxes in case, ¼-lb. tins	
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	
Almond Milk Chocolate, 48 5c. pkgs. in box.....per box	
Almond Milk Chocolate, 24 5c. pkgs. in box, per box	
Milk Chocolate, 50 5c. pkgs. in box, per box	
Milk Chocolate, 25 5c. pkgs. in box, per box	
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	
Stollwerck's Gold Brand Cooking Chocolate—	
No. 300, unsweetened, ½ and ¼-lb. pkgs	
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	
Stollwerck's Gold Brand Plain Eating Chocolate—	
No. 1, 25c. size, 6 tablets in box	
No. 3, 10c. size, 24 tablets in box	
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	
No. 53, 10c. size, 24 tablets in box	
Stollwerck's Cocoa—	
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	

PAPER.

Scot Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	5.
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	5.
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.
Manilla—	
All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per r
15x20, 5 reams in bundle	
20x30, "	
24x36, "	
Butter Parchment—	Per
9x12, 1,000 sheets	1.
Toilet—	Per
Extra quality, 100 rolls	4.
Good quality, 100 rolls	3.
Butter, Wax—	Per
9x12, about 480 sheets	

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	W Hea Dr
¼ lb.	15M	.93	
½ "	10M	1.12	
1 "	8M	1.50	1
2 "	6M	2.00	1.
3 "	5M	2.37	1.
4 "	4M	2.94	2.
5 "	3M	3.38	2.
6 "	3M	4.13	3.
8 "	2M	4.82	4.
10 "	2M	5.46	4.
12 "	2M	6.39	5.
14 "	1M	8.08	6.
16 "	1M	8.64	7.
20 "	1M	9.71	8.
25 "	1M	10.74	8.

Flour Sacks, satchel bottom— Majestic Extra Heavy	Pla per
12½ lbs., 1/16 bbl	.6
24½ lbs., ⅛ bbl	1.4
49 lbs., ¼ bbl	2.1
No. 2, Manilla, llght weight—	Per
12 in. rolls	.0
15 "	.0
18 "	.0
20 "	.0
24 "	.0
Silk Fibre, No. 1—	
9 in. rolls	.0
12 "	.0
15 "	.0
18 "	.0
20 "	.0
24 "	.0
30 "	.0

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CONDENSED MILK.

	Per case
4 doz.	7.35
2 doz.	3.70
nge, 4 doz.	5.40
lia, 4 doz.	6.05
4 doz.	4.75
1 doz., glass	2.25
ular, 4 doz.	5.50
doz	6.05

EVAPORATED MILK.

n's, Peerless brand, tall	4.75
" small, 6 doz.	3.50
" family size	4.05
Cow, small, 6 doz	3.50
arles, small, 6 doz.	3.50
" tall	4.75
" confectioners' size	4.75
tall	4.75
small, 6 doz.	3.50

HIRES CONDENSED MILK



Per case	
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

pots, small, 2 doz. per doz.	1.40
" with horseradish "	
large, 1 doz. "	2.00
" with horseradish "	
Senf, bbls. per gal.	
1-gal. stone jars per jar	.85
5-gal. kegs per keg	3.50
ired Mustard, bbls. per gal.	
" 15-gal. kegs "	
" 10-gal. kegs "	
" 5-gal. kegs per keg.	1.75
" 2-gal. pails per pail	.90
" 1-gal. pails "	.50
ired Special, with spoon, 2 doz. per doz.	.95
sifting top, 2 doz. "	.46
with horseradish, 2 doz. "	.97

Imported and American Fancy Cheese.

enthaler Swiss, selected, tub	
" " loaf, less	
Sago, 3 to lb. cask, per lb.	
" less than cask, "	
efort 12 in case, "	
less than case, "	
esan, about 30 lbs loaf, "	
" less than loaf, "	
1, 12 in case case	
single	
in tin per lb.	
1-lb. tins per case	
mbert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	
" " medium, "	
Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
esan, grated, ready for use, small bottles, per doz.	2.50
itzer Hand, 100 in box	
weis, Romatour and Bier-Kase per doz.	
rican Swiss, No. 1 loaf	
" No. 1 less than loaf	
" square loaves, No. 1, about 25 lbs. each per lb.	.29
burger, No. 1 box and ½ box	.19
" No. 1 less than ½ box	.20
ter, from Holland, in tins per doz.	2.60
ister per lb.	.23
s, No. 1 "	
ish Dairy "	.24
apple, picnic size, 6 in box per box	3.00
" gem size, 6 in box "	2.25
al Luncheon—	Per doz.
nner size, 1 doz.	4.50
nch size, 2 doz.	2.40
nic size, 2 doz	1.35
ial size	1.00
Laren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
nage de Brie, M. C. C., 1 in box	1.55
nage d'Isigny, M. C. C., 6 in box	1.55
chatel, Cow brand, 25 in box	.95
Cream or Phila., 12 in box	1.90
ature Cream or Phila., 12 in box	.95
d, 8 doz	
4 doz	
Thuringer, 4 doz	.85

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Imported and American Meats and Sausages.

Westphalia Ham, marked weight per lb.		
Weiner Wurstel, 16 in tin per doz.		
" 8 in tin "		
Imported Cervelat Sausage, Rolfi's per lb.		
Imported Frankfurters per doz.		
Goose Breast, imported, marked weight, per lb.		
Pate de fois Gras, small per doz.		3.00
American—	50 and 100-lb. boxes.	Less.
Cervelat, Circle S	.30	.31
" Diamond S	.29	.30
" Peutonic	.24	.25
" Gothaer	.33	.34
Salami, Circle S	.30	
" Diamond S	.29	
" G. A. P		
Landjager, short per lb.		.35
" long "		
Mortadella, dry "		
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.22
Smoked Braunschweiger Liver Sausage "		.21
Lachs Ham "		.46
Petit Delicatess Frankfurters, plain per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beef Balogna per lb.		.22
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage, special, truffle, goose or sardellen per lb.		.35
Smoked Thuringer Blutwurst "		
" Pfefferwurst "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	
" 5-lb. pails per pail	.75
" 10-lb. pails "	1.45
Beef Salad, in glass	1 00

Bismarck Herring.

Round tins, with key, pint per doz.	2.65
" " quart per tin	.42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tin	1.30
" 2-quart tin	.75
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Salt Sardellen.

Original packages, 1902 per anker	
Repacked, kegs, about 8 lbs per keg	3.25
" pint jars per doz.	5.25
" large tumblers "	
" small tumblers "	2.00

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs per bag	
Green Kern per lb.	.35
Potato Flour "	.09½
German Dried Pears "	
Dried Mushrooms "	
Juniper Berries "	.08
St. John's Bread "	
Bay Leaves "	.08

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	.26
Picnics, full cream, fancy, new, 20 lbs.	.27
Swiss, domestic, about 30-lb. blocks	.30
" " about 70-lb. loaves	.30
McLaren's, medium, 2 doz per doz.	1.35
" Club, 2 doz "	1.00
Red Edam each	1.65
Philo Cream, 1 doz. 10c. size per doz.	.95
Elkhorn Pimento, 1 doz "	1.40

EGGS.

	Per doz.
Premier, XXX brand, selected	.45
Nearby, candled and selected, 30 doz	.51
Western, selected	.50
Milhen Farm	.52
Awltru, packed in cartons	.46

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans per lb.		.33
Anchovies, in oil, 6 ring bottle per doz.		6.50
" " 3 ring bottle "		3.25
Capers, Nonpareil, ½-gal. kegs		1.25
" quart, glass per doz.		7.50
" bottled, ⅔ size "		2.25
" " ½ size "		2.00
" " ¼ size "		1.20
Canton Ginger, large pots, 6 to case per case		
" medium, 12 to case "		
" small, 24 to case "		
Cherries in Maraschino, glass, 1 doz. "		7.00
Clam Chowder, Burnham, 4 doz. 1-lb. per doz.		.90
" " 2 doz. 3-lb. "		2.20
Currie Powder, pints "		3.75
" 4 oz "		2 40
" 2 oz "		1.50
French Peas, extra fine per case		21.00

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McCann's Irish Oatmeal—		
2-lb. cans per doz.		3.75
5-lb. cans per tin		.75
14-lb. cans "		1.75
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
Red Pepper, ring, pints per doz.		1.25
" " ½ plnts "		.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Mushrooms—		Per case
First choice		42.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
Truffles—		Per tin
⅛		.20
⅛		.35
¼		.60
½		1.25
Shrimps, pickled, small size		.90
" Dunbar's, 2 doz per doz.		2.75
Figs in Cordial, Bishop's, 1 doz "		6.50
Crystalized Ginger, 1-lb. tins "		4.80
" ½-lb. tins "		2.40
Lime Juice, Rose's "		5.00
Victor Rose Water "		2.25
" Peach Water "		2.25
Pitted Olives "		5.25
The Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—	
Per tin, 100 cubes	1.70
" 50 cubes	.90
Per doz. tins, 12 cubes each	2.75
Ameko Clam Bouillon—	
14-oz. bottles, 1 doz	3.75
Ameko Tomato Bouillon—	Per doz.
Pint bottles	6.00
Quart bottles	9.00
Gallon jugs each	2.75
Liebig's Oxo Cubes—	Per doz.
12 4s, 100. size	.85
12 10s, 25c. size	2.00
Cans, 100 cubes per 100	1.65

FLOUR.

	Per bbl.
Ceresota	9.00
King Midas	10.10
Gold Medal	9.60
Millbourne	9.65
On Top	9.90
Pillsbury's Best	9.00
Semper Idem	8.45
Pride of the West	8.45
Sunbeam	8.35
Quaker	9.30
Blue Seal	8.60
Sunny White	9.65
Crocker's Best	9.20
Duluth Imperial	8.75

Self-Raising Flour.

Aunt Jemima Buckwheat, 36s	3.25
" Pancake, 18s	1.65
Teco Buckwheat Mixture, 30 10c. cartons	2.25
Teco Pancake Mixture, 30 10c. cartons	2.25

PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags per lb.	.08¼
New York State Marrows, new, bags about 2½ bushel	8.10
Pea, fancy, new, bags about 2½ bushel	7.55
Red Kidney, 60 lbs. to bushel	8.35
Peas—	
Green, domestic, bags about 2½ bushel	
Yellow, split, domestic, 1 bushel bags	4.90
Lentils—	Per lb.
000000, 2 10-lb. bags	.14
Less quantity	.14½

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs	2.60
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.62½
" " table, 100 lbs	2.60
Farina—	
Hecker's Cream, 18 pkgs	
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s per case	1.80
Pearl, 100-lb. bags per bag	2.65
Grits, 100-lb. bags "	2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	
Barley—	
No. 2, 100-lb. bags	4.20
No. 3, 100-lb. bags	4.20
Oatmeal—	
B, bbls per bbl.	6.82
B, 100 lbs per keg	3.55
Rolled Oats—	
Avena, 180 lbs per bbl.	6.45
" 90 lbs per keg	3.35
" 90 lbs per sack	3.13
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs per case	2.60
Instantaneous, 50 1s "	4.00
Colburn's Hasty, 36 pkgs per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 10c. size, 36 pkgs per case	2.75

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CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs.	1.85
" " 36 pkgs.	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	5.40
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	5.40
" " 18 2-lb. pkgs	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs	1.30
Drinket, 12 cans to case	2.20
Cream of Barley, 36 pkgs.	4.35
" 18 pkgs.	2.20
A. B. C. Pearl Barley, 18 pkgs	1.35
A. B. C. Barley Pancake Flour, 18 pkgs	1.35
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.95
" " no china, 20s	3.95
" tins, 36s	4.10
Quaker Oatmeal, 24s	2.90
Old Fashion Scotch Brand Oatmeal, 24s	2.90
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.95
" " no china, 20s	3.95
" " aluminum asst., 20s	5.00
Royal Seal, 36s	4.10
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.90
" yellow family, 10s	1.90
Quaker F. S. Hominy, pearl or gran., 24s	1.90
" " 10s	1.90
Mother's Hominy, pearl or gran., 24s	1.90
" Cornmeal, No. 2, white, round. 24s	1.90
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.90
Pettijohn's Breakfast Food, 18s	2.75
Quaker F. S. Farina, 24s	1.90
Saxon Wheat Food, 24s	3.35
Mother's Wheat Hearts, 18s	2.50
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	2.05
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30
Sundries—	
Pettijohn's Bran Flour, 20s	4.75
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.95
Quaker Whole Wheat Flour, 10s	2.90
Schumacker XXX Graham, 10 10s-20 5s	4.95
Scotch Brand Pearl Barley, 24s	1.90
Holland Rusk—	
18 pkgs	1.40
36 pkgs	2.80
144 pkgs., individual	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

SARATOGA CHIPS.

	Per lb
Barrels, 30 lbs	
Cases, 17 lbs.	
" 16 1-lb. cartons	
" 30 ½-lb. cartons	
10c. size per doz.	

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs per bush.	.50

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GELATINE AND PREPARED DESSERTS.



A FRIEND TO THE TRADE FOR 40 YEARS

Chalmer's Granulated Gelatine, 15c. size—	
Per doz., 4 pts	1.55
Per gross	18.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz., 4 pts	1.20
5 gross lots, with 3 doz. free	70.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.75
" Acidulated Gelatine, lemon flavor, 2 qt.	1.85
Cox's, instant powdered—	
Large	1.45
Small	.90
Large per gross	17.25
Small "	10.80
Puddine, assorted, 2 doz. per case	1.80
Minute Gelatine, 15c. size, 36 pkgs. per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. per doz.	.90



Assorted Case,		Contains 3 dozen	$2.70
Lemon	(Straight)	Contains 3 dozen	$2.70
Orange	(Straight)	Contains 3 dozen	$2.70
Raspberry	(Straight)	Contains 3 dozen	$2.70
Strawberry	(Straight)	Contains 3 dozen	$2.70
Cherry	(Straight)	Contains 3 dozen	$2.70
Chocolate	(Straight)	Contains 3 dozen	$2.70
Peach	(Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,		Contains 3 dozen	$2.70
Chocolate	(Straight)	Contains 3 dozen	2.70
Vanilla	(Straight)	Contains 3 dozen	2.70
Strawberry	(Straight)	Contains 3 dozen	2.70
Lemon	(Straight)	Contains 3 dozen	2.70
Unflavored	(Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	
Coudes or Elbows, 24 1s	.14
Spaghetti, 25 1s	
Vermicelli, 25 1s	
Alphabet, 25 1s	

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, 17 oz	1.40
Freihoter's—	Per lb
Elbow Macaroni, 36 1s	.11
Straight Macaroni, 36 1s	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s	.11
Elbow Spaghetti, 36 1s	.11
All styles, 10c	.07½
Noodles, ½ lb., 24s	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07¾
Elbows, 25 lbs	.07¾
Spaghetti, 25 1s	.07¾

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	190-220	27.00	14.10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex. Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	29.00	15.10	7.75	1.70
Fat Irish, No. 3	350-400	29.00	15 10	7.75	1.70
Fat Irish, No. 4	400-500	28.00	14.60	7.50	1.65
Fat Irish, No. 5	500-600	28.00	14.60	7.50	1.65
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	150-180	21.00	11.10	5.75	1.30

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Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	.....	.....	.....	.....	.....
Shore, round, large	8.00	4.60	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	22.00	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08½
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Loose Codfish.

Bank Cod, large	.10
" medium	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring per box	.18
Boneless Herring, 10-lb. boxes per lb.	.15
Smoked Salmon, whole fish "	.33
Smoked Bloaters, 50s per box	.....

FRESH FISH.

	Per lb.
Halibut	-.21
Bass Native	-....
Salmon, fresh	-.23
Eastern Cod	-.12
Croakers	-.10
Large Hake	.06 - 09½
Haddock	-.09
White Cat Fish	-.15
Red Cat Fish	-.12
Spanish Mackerel	-.18
Snappers	-.12
Eels	-.12
Rock Fish	-.15
Lobsters	-.47
Flounders	-.09
Large White Perch	-.15
Sea Bass	.08 -.16
Blue Fish	.18 -.20
Porgies	-.08
Fresh Mackerel	-.20
King Fish	-.09
Weak Fish	.08 -.12
Butter Fish	.07 -.12
Tile	-.09

Steak Fish ½c. per lb. additional.

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.....
" 25 lbs	.....
" 50 pkgs	.....
Apricots—	
Extra choice, 25 lbs	.15½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.13½
Phoenix, fancy, 25 lbs	.09
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs	.18
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.....
Currants—	
Knighthood, 40 pkgs	.18¾
Valca, 24 1s	.20
Victor, fancy, 36 1s	.19½
Dates—	
Dromedary, 36 pkgs per case	3.35
Valca, pitted, 30 pkgs	.15
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.14½
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs per box	.....

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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PRUNES.

California, 25-lb. boxes—	
30- 40	.11½
50- 60	.10¼
60- 70	.09¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	4.25
Connoisseur, 20 pkgs.	3.90
California Seedless—	Per lb.
Thompson, 50 lbs	.13¾
Sultana, fancy, 50 lbs	.42¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09¾
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.14¼

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.95
Milleman's, No. 8 bottles, 2 doz	.....
Schramm's, large tumbler, 2 doz	.82½
Sherbert glass, 2 doz	.55

INK.

Arnold's, black, 32 per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 3.00
Cold Blast			5 doz. 3.75
			No. 1. No. 2.
Jumbo Chimneys, plain per doz.			.80 .90
" dec., "			.90 1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

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MINCE MEAT.

Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	
Barrels and halves, 400 and 250 lbs	
Wooden pails, 20 and 40 lbs	
Keystone—	
Quarters, 110 lbs	
Barrels and halves, 400 and 250 lbs	
Wooden pails, 20 and 40 lbs	
Condensed, cartons 3 doz. to case	
" " 6½ doz. to case	
Extra Family—	
Barrels, halves and quarters	
Wooden kits, 20, 40 and 68 lbs	
None Such—	Pe
¼ gross	
½ gross	

LIME.

Chloride, Acme, sifting,	
" " "	3-box lots
" Banner, sifting	

OLIVES.

Extra Queen—	Pe
Imported, No. 10, 2 doz	
" No. 19, 1 doz	
" No. 32, 1 doz	
" No. 8, 4 doz	
Stuffed—	
Ring, 4 doz	
Fancy, No. 15, panel bottle, 2 doz	
" No. 10, panel bottle, 2 doz	

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-ga
X	1.30	2.45	
XX	1.45	2.60	
XXX	1.50	2.70	
XXXX	1.60	2.90	
Mammoth	1.95	3.50	
Pails, large, 1 gal			

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Pe
25-oz. bottles	
Large bottles	
Medium bottles	
Small bottles	
⅛-gal. tins, 5 gal	
¼-gal. tins, 10 gal	
½-gal. tins, 10 gal	
1-gal. tins, 10 gal	
Bulk oil is packed in cases of 10 gal. each. F quantity than an original case add 10 cts. per	
Trois Croix, French, 8 ½-gal. cans	

TABLE AND COOKING OIL

Mazola—	P
24 5½-oz. bottles	
48 5½-oz. bottles	
Pint cans, 24 to case	
Quart cans, 12 to case	
Half-gallon, 12 to case	
Gallon cans, 6 to case	
5-gallon cans, 2 to case	
Wesson Oil—	P
Small, 24 to case	
Medium, 12 to case	
Large, 6 to case	
5 Gallons, 2 to case	
Fancy, 8 cans per case	
Loubon, large, 1 doz	
Goldenoyle—	
4 doz. 7-oz. bottles	
2 doz. 21¾-oz. cans	
1 doz. ½-gal. cans	

PEANUT BUTTER.

McLaren's—	Pe
Small, 2 doz	
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	
" 10-oz. jars, 1 doz	
" 6⅞-oz. jars, 2 doz	
" 4¼-oz. jars, 2 doz	
Peanutene, No. 2 jars, 2 doz	
" No. 4 jars, 3 doz	

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Peanuts, Roasted—	Per
Jumbo	
Fancy, hand picked	
Big Nickel	100 cartons

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DATENUT BUTTER.

	Per doz.
1 doz	2.30
m, 2 doz	1.40
2 doz	.90

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

– il. keg, 2100s	17.75
il. keg, 1300s	12.00
il. pail, 650s	6.25
il. keg, 3600s	20.75
il. keg, 2200s	14.25
il. pail, 1100s	7.25
il. keg, 5000s	22.25
il. keg, 3000s	15.00
il. pail, 1500s	7.75
il. keg, 7500s	24.50
il. keg, 4500s	16.50
il. pail, 2250s	8.50
Mixed—	
il. keg	14.25
il. keg	9.75
il. pail	5.00
nd Dill—	
al. bbl., 1800s	19.75
al. bbl., 1200s	13.50
al. keg, 600s	7.25
al. bbl., 2400s	21.25
al. bbl., 1600s	14.50
al. keg, 800s	7.75
al. pail, 250s	2.85
ai. bbl., 3600s	22.75
al. bbl., 2400s	15.50
al. keg, 1200s	8.25
ai. pail, 350s	3.15
Chow—	
al. keg	10.75
al. keg	7.25
al. pail	3.75
Pickle Relish—	
al. keg	14.25
al. keg	9.75
al. pail	5.00

VINEGAR.

	Per gal.
Cider, 45 grain	.17
40 grain	.16
ed, 45 grain	.10¾
40 grain	.09½
nted, 45 grain	.....
" 40 grain	.....
shank, distilled, white, per gal.	.....

CIDER.

's, bbls. about 45-50 gals	per gal.	.18
½ bbls., 28 gals	per ½ bbl.	5.85
kegs, 14 gals	per keg	3.17½

PROVISIONS.

ium Brand Hams, 8–10 lbs	.20½
" " 10–12 lbs	.20½
" " 14–16 lbs	.20¾
" Skinned Hams	.22
" Cooked Hams	.32¾
" Bacon	.25¼
" Dried Beef, insides	.34
" Beef, knuckles	.....
re Brand Hams, 10–12 lbs	.19¾
" Skinned Hams, 18–20 lbs	.21
" Picnic Shoulders	.16¼
s, skinback, 18–20 lbs	.21
14–16 lbs	.20½
8–12 lbs	.20½
cs, 6–8 lbs	.16
Beef, sets, city smoked	.35
" tenders and knucks	.35
" air dried, sets	.34
" " tenders and knucks	.35
et Pork	.....
y Pork, butt, per bbl.	31.50
" family "	33.00
fast Bacon, rib in	.20
" boneless	.22
Bellies, 14 lbs. average	.17½
na, 25-lb. boxes	.....
d Boneless Ham	.33
Tongues, smoked, 5–6 lbs. per lb.	.25
ed Compressed Ham, 25-lb. boxes	.....

vered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

's Baked Meatkake, 2 doz. 3½-oz. cans	1.80
er City Brand Sliced Bacon	.32
" " Sliced Beef	.40

SCRAPPLE.

	Per case
, Philadelphia, Liberty brand—	
oz. 26-oz. cans	3.60
oz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

Pure Lard—		
as, 50 lbs. net weight	per lb.	.19½
bs, net	"	.18½
. 10 tins	6 in crate	12.60
. 5 tins	12 in crate	12.67
. 3 tins	20 in crate	12.75
pound—		Per lb.
erces and tubs, about 340 lbs		.15¼
lb. tubs		.15⅜
lb. tin pails, 60 lbs		.15¼
-lb. " 60 lbs		.15⅜
-lb. " 60 lbs		.15½

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DRESSED MEATS.

City Dressed Stock—	Per lb.	
Steers	.11	–.15
Heifers	.10	–.13½
Cows	.09	–.12½
Veal Calves	.....	–.15
Extra Calves	.....	–.17
Southerns and Barnyards	.11	–.13
Country Dressed	.14	–.15
Extras	.....	–.16
Sheep	.13	–.15
Extra Wethers	.....	–.16
Lambs	.....	–.20
Extra Lambs	.....	–.21
Hogs	.....	–.14

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	each	–.80
Cow Tongues	.....	–.60
Calf Heads, scalded	.50	–.75
Sweetbreads, veal	per pair	.75 –.80
" beef	per lb.	.25 –.30
Calf Livers	"	.25 –.30
Beef Kidneys	per doz.	1.25
Beef Livers		.10
Oxtails	per doz.	1.20
Hearts, beef	per lb.	.05
Rolls, beef		16.00
Tenderloin, beef, western		.22
Fresh Pork, loins, city		.17
" " western		.17

DRESSED POULTRY.

Turkeys—	Per lb.	
Young hens and toms	.28	–.32
Old toms	.26	–.28
Common to good	.20	–.22
Broilers—		
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.32	–.34
Near-by, fresh killed, 2 to 4 lbs. per pair	.32	–.34
Frozen, 3 to 4 lbs. per pair	.32	–.34
Roasting Chicks—		
4 to 5 lbs. each	.22	–.24
3 to 3½ lbs. each	.20	–.22
Fowls—		
Fresh killed, 4 to 5 lbs. each	.22	–.23
" 3 to 3½ lbs. each	.21	–.22
Old cocks	.....	–.18
Long Island Ducks, frozen	.26	–.27
Squabs—	Per doz.	
Prime, fancy, large	5.75	–6.50
Mixed	3.00	–4.00
Small and dark	2.00	–3.00

LIVE POULTRY.

Spring Chicks—	Per lb.	
1½ to 2 lbs. each	.21	–.23
Large	.21	–.23
Fowls	.18	–.19
Old cocks	.....	–.14
Ducks—		
Young	.16	–.17
Old	.15	–.16
Turkeys	.....	–.27

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
Ritter's, pure, assorted and grape	.95
" " currant	1.35
Schimmel's, 8-oz. tumblers	.95
National, 16 oz., 2 doz	1.10
" No. 3 F. T. tin, 2 lb. 6 oz. net	2.35
Preserves—	Per lb.
Ritter's, pure, 11½-oz. bottles	1.85
Schimmel's, pure, 12-oz. jars, 2 doz...per doz.	1.75
National, 30-lb. pails	.10¾
Southwark, 30-lb. pails	.07¾
Jams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.50
Southwark, assorted, jars, 2 doz	1.10
Orange Marmalade—	
Hartley's, imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.75
Fruit Butters—	Per doz.
Apple, Southwark, 30 lbs. per lb.	.04¾
" Ritter's, 11-oz. octagon	.95
" Schimmel's, 30-lb. pails...per lb.	.07½
" " 3-lb. slip cover tins, 1 doz ...per doz.	3.25
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.50
" Mother Cook's, No. 14, 2 doz...doz.	.85
Peach, 30-lb. pails...per lb.	.....

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.....	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.75	.85	1.95
Godfrey's Cordial	.75	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

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Alum	per lb.	.13
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.85
" flakes, 250-lb. bbls	"	.12
" " less quantity	"	.13
" Tar Balls, 250-lb. bbls	"	.12
" " less quantity	"	.13
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.33
" granulated, about 100-lb. kegs	"	.33
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02
Iron Glue, McCormick & Co.—		
No. 5		.45
No. 10		.85
Tube V		.85
McCormick & Co., Bee Brand—		
Insect Powder, 25c. size		2.00
" BB, 10c. size		.85
Root Beer		.85
Talcum Powder		1.50
Triangular Quinine		1.75
Quinine Capsules		1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" " 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Rellable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00
Sauer's Flavoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases	per gross 10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

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Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

RICE.



D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½
B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz...per doz.	.95
My Wife's, large, 1 doz	1.50
" small, 2 doz	.95

SAL SODA.

Barrels, 375 lbs	per 100	1.45
Kegs, 150 lbs	per 100	1.55
Granulated, 60-lb. boxes	per box	1.20
" Monogram Brand, 24 2½-lb. pkgs	per case	1.20

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

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SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

PLUM PUDDING.

Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	6.25
" " large, ¼ gross	10.20
" Liquid, large, ¼ gross	10.20
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	10.20
Sun Paste, 5c. size	6.25
" 10c. size	10.20
X-Ray Stove Polish—	Per gross
Small	5.75
Large	10.20
Vulcanol—	Per gross
5c. size	6.25
10c. size	10.20

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz., per box	2.75
Babbitt's Cleanser, 5c. size, 100 cans	3.85
" 5c. size, 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz	2.50
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60
Sunbrite Cleanser, Swift, 50s	1.95

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	4.00
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	4.00
Borax, Pearl, Young & Co	40	40	3.20
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.15
5-case lots			4.10
Gloss, Lautz	100	...	3.75
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Sunny Monday, Fairbanks	100	...	4.00
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Witch Hazel, 3 cakes, per gross	3.50

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Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15
Snow Maid Scourer, Lautz, 60 cans	2.40
" " " 100 cans	3.75
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	4.00

Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.95
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cocbin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.18
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.30
" large	.40
Pepper, black, original bags	.19
" less quantity	.20
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¾
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.50
" 20 1-lb. pkgs	5.70
Hoosier, 40 1-lb. pkgs	5.70
" 20 1-lb. pkgs	5.75
P. Bros. Pulverized, bbls.	4.50
Hoosier Pulverized "	4.35

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LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs, per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.05½
Best Gloss, bulk, 50 lbs	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4.50
" 50-lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 36 bricks, per box	1.50
Toothpicks, Saginaw, 3 doz, per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime, per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle, per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.32

Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11

Fly Paper—	
Sticky, 10 cartons	2.30
Tanglefoot, 10 cartons	
Fly Ribbon, Tanglefoot, 50, per doz.	.80
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	1.00
" 60 feet	1.35
" 75 feet	1.55
" 90 feet	1.80
" 100 feet	2.00
Coils or spools, ¼ inch, per lb.	.17

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. bales	.31½
Cones	.31½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery, per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65

—24—

Jockey Club, Mason quart jars—	Per
4 doz. in bbl	
1 doz. in case	
Lyle's, imported, No. 2 cans, 2 doz.	2.
Banner, in jars, compound	1.
Family Corn and Cane—	Per
No. 2, 2 doz	2.
No. 2½, 2 doz	2.
Duff's—	
No. 2½, screw cap, 2 doz	1.
10c. size, 4 doz	
Nuorlyn—	Per
No. 2, 2 doz	1.
No. 2½, 2 doz	1.
Perfection—	
No. 2, 2 doz	1.
No. 2½, 2 doz	1.
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.
" " 2s	2.
" " cups	
Turkey, No. 2, 2 doz	

MAPLE

Old Colony, large, 1 d	2.
" medium,	1.
Golden Tree, large, 1 d	2.
" medium, 2 doz	1.

WOOD AND WILLOW WARE.

Brooms.

No.	Per
6, R. P., fancy	3.
7, "	4.
6, Household	3.
7, "	3.
6, Monogram	
7, "	4.
Daisy	3.

Butter Dishes.

Wire ends, 1 lb, per 1000	1.
" 2 lb. "	1.

Clothes Pins.

5 gross, per box	

BRUSHES.

Scrub Brushes.

No.	Per
1, Extra fancy large grass	1.
2, Marble	1.
3, Grass	
4, "	
5, "	
6, "	1.

Stove Brushes.

Wood Handles—	Per
No. 34, fibre, strap handles	1.

Shoe Brushes.

With Handles and Daubers—	Per
No 0, All Mexican fibre	1.
No. 1, Prepared fibre	1.
No. 7, All pure bristles and full	2.
No. 16, All pure bristles, socket dauber, solid back	2.

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	1.
No. 8, Hustler	
No. 8, A	2.
No. 10, A	2.

Dusting Brushes.

No.	Per
7X, 10c. size	1.
8, Gray, patent fibre	1.
18, All horse hair	2.
21, " white tipped	2.

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per gr
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.58
Yeast Foam, 1½ doz "	.58

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GR Com R R

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXII. PHILADELPHIA, December 25, 1916. No. 26

The retailer who regards everybody in the town as a possible customer and insists on having a good reason why he or she is not now a customer, is going to get ahead.

A New Coffee Game is Being Tried on Retail Grocers. Look Out for It.

When Inventorying Your Stock in Order to Make Up Your Income Tax Report, Inventory It at Cost.

Flavoring Extracts Are Better Than They Were, But There is Still Some Fake.

All the Regular Departments.

Hill's Economy Cases

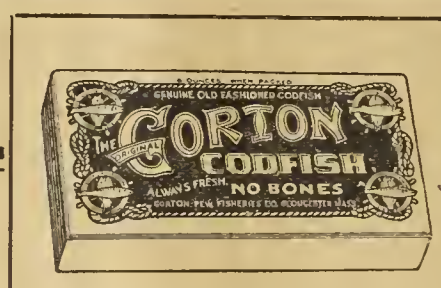


Are Different and Superior

THERE is all the difference in the world in how you work—some insist on having the best and most convenient fixtures; in such a class are those who insist on having ***Hill's Economy Display Case*** because it is the one case whose doors slide forward out of of the way. A case with perfect refrigeration and full length display.

Let us send you a catalogue showing complete line of ***Hill's Famous Dry Cold*** Refrigerators and Display Cases.

C. V. HILL & CO., 360 Pennington Ave., Trenton, N. J.



Making People Eat More Codfish

If you have an idea that codfish is codfish, you are as wrong as you can be. There are as many grades of codfish as there are of butter.

There is all the difference in the world between **Gorton's Codfish** and some codfish we could show you, which is perfectly pure.

Any one of your customers could detect this difference. Perhaps they have detected it and stopped using the codfish you have been selling them.

If all the codfish was like **Gorton's,** the consumption of codfish would increase five fold. **Gorton's Codfish** is pure, old-fashioned codfish of the finest quality money can buy. You can sell more of it than you can sell of any other brand, because more people will want it, and all that want it will want more of it. Your jobber.

Gorton-Pew Fisheries Company

GLOUCESTER, MASS.

Say to Your Customers

USE

HIRES

GOLD  MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.



Forbes Indexed Coupon Books

We send them F. O. B. destination anywhere in the United States.

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**



Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant

AND

Grocery World

Published every Monday.

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Flavoring Extracts Are a Lot Better Than They Were, But There Is Still Some Fake

Pennsylvania Dairy and Food Department Examines Two Hundred Samples and Makes Exhaustive Report. Still Some Deception in Manner of Labelling. Use of Word "Pure" Should Be Restricted.

For several months the Pennsylvania Dairy and Food Department has been investigating the purity and character of the flavoring extracts sold in the open market and within the State of Pennsylvania. A report on the result has been compiled and published as Bulletin No. 285 on "Flavoring Extracts." The analyses were made by State Chemists C. H. Lawall and Leroy Forman.

The bulletin is quite lengthy, and we take the following extracts from it:—

> In the preparation of the present bulletin over 200 samples were collected and such an examination was made and has been tabulated as would indicate to the analyst whether the product was in conformity with the standards. As the work was largely of an educational type, only such prosecutions were instituted as were made necessary by flagrant instances of adulteration or misbranding. The total number of such prosecutions was less than a dozen out of the entire lot of samples examined. In those instances, which were fairly numerous, where technical charges of misbranding in some minor particular might have been alleged, the manufacturer received a notice from the department calling attention to the points which should be corrected and suggesting the proper way of so doing whenever possible. These letters are a matter of record, and if at some future time another investigation is made of these products, no leniency will be shown to those who have failed to correct labels and claims after having had their attention called to the necessity for so doing.
>
> Examples were found of all kinds of extremes in labeling. They range from the simple statement of "Vanilla Extract" to statements making claims for superiority in quality and strength of the most ridiculously extravagant type. Certain points may here be explained with advantage. The word "Compound" was used at one time, before the advent of modern laws, to designate products which differed in strength, quality or purity from the genuine article. The word is totally inadequate and improper for this purpose.
>
> The use of such phrases as "highly concentrated," "double strength," "XXX," "unequaled in strength," "much stronger than extracts usually sold," etc., are usually unwarranted and are relics of the time previously mentioned when no standards existed, no laws were enforced and manufacturers of high grade goods had to use such expressions to show the proper ratio between their products and others bearing the same title. The National Association of Flavoring Extract Manufacturers particularly advises against the use of such expressions and they are becoming less frequently used than formerly, although they are still prevalent enough to warrant attention being called to them. It is unfair to the consuming public and unfair to the manufacturer of a full strength standard product, properly labeled without exaggeration, to permit a competitor to put upon the market an article not a whit better and label it in such a manner as to indicate that it is a superior product. The manufacturers themselves are realizing this and aiding in the enforcement of the laws providing for truthful labeling in every particular.
>
> The words "imitation" and "substitute," as previously mentioned, are often misused in being applied simply to weaker preparations. In the case of vanilla extract the words are correctly applied to preparations which are made wholly or in part from tonka beans or the synthetic odorous principles, coumarin and vanillin, with or without the addition of genuine vanilla beans. In these preparations, the actual flavoring power is often much greater than in genuine vanilla extracts, but the aroma, although resembling vanilla is quite different when tonka or coumarin is used. These imitation extracts are in fact preferred by some users to the more delicate genuine vanilla flavor and there is a wide and legitimate field for the sale of such imitation extracts when properly labeled to show the distinction and difference from the genuine article.
>
> It is a strange but true fact that some manufacturers will do almost anything to avoid the prominent use of the word "substitute." In one instance, the word "substitute" was in the same sized type as the word "Vanilla," but was so shaded as to be discernible only after a close examination of the package. Upon being communicated with regarding this apparent attempt to deceive the purchaser, the explanation was given that the printer had used the shading in order to create an artistic effect upon the label.
>
> The use of the word "pure" is continued by manufacturers because of the association of ideas that it carries with it of both quality and strength. That there is need for the education of the public along this line is shown by the fact that a manufacturer can make two lots of extract of vanilla, using cheap, low grade beans in the one case and expensive, high grade beans in the other. Both of these products may justly be entitled to the designation "pure" or, what is frequently seen, "absolutely pure," and both may be in conformity with the legal standards while the actual value to the consumer may be in the ratio of 2 to 1 in comparing the flavoring power of the two extracts.
>
> The conclusions to be drawn from the above investigation are as follows:—
>
> First. The use of poisonous constituents, as wood alcohol, acetanilid, prussic acid, nitrobenzol, etc., has been entirely discontinued by manufacturers, the only sample in which wood alcohol was found having been made fourteen years ago.
>
> Second. The flavoring extracts of the market are of much higher value than ever before, and much less frequently adulterated or misbranded, as is shown by less than a dozen cases for prosecution out of more than 200 samples examined.
>
> Third. There is need for education on the part of the purchasing public to enable intelligent selection to be made from the numerous products offered for sale.
>
> Fourth. Manufacturers should be compelled to avoid exaggeration and superlatives in the labeling of these products. Many manufacturers the highest grade prod have already taken this st and they should be prote from their unscrupulous c petitors. The word ext should be reserved on the l for the genuine article as fording an added means of tinguishing the two classe products.

Stephens Bill Hearings Postp

On the plea that they we ready, the opponents of Stephens bill, which would a manufacturer of trademarked to fix the resale price, succee having postponed until Frida Saturday, January 5th and 6 hearings before the Intersta Foreign Commerce Commit the House, scheduled for last Following this action the com adjourned to the first named The sincerity of the oppone the bill in seeking this dela questioned by Representativ V. Stephens, of Nebraska, a ber of the committee and aut the bill, who declared that, receiving ten days' notice it w fair to witnesses from distant to ask for delay. He served notice that if the opposition w ready to present their case time set he would move fo sideration of the bill at once intimated a belief that they sparring to consume time.

Written for the "Modern Mercha Grocery World."

Look Out for This C Game.

Slick Salesman Operating Under of "United Coffee Growers poration of Brazil," Ties Gro With Notes He Didn't Know H Giving. Got Him to Order Bags. Deposit the Notes an Him to His Bank Account.

Some time ago a big fellow said his name was Kramer cal me and before he left tied me fiftcen bags of coffee. He pla slick game. He represente "United Coffee Growers' Co tion of Brazil." I agreed to t coffee. I signed some slips of which he said was to be given

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery W
Attorney and Counselor at
643-648 Land Title Buildi
Philadelphia, Pa.
Telephones { Bell, Spruce 2608 260 Keystone, Race 746

tor to hand me when he called llect. Those slips turned out notes. He handed me a large ope containing some papers n he told me to put away as it ined some papers which were n money.

me days after he left I re- d a letter informing me that I ordered fifteen bags of coffee which I had given my notes. efused to have anything to do them, denied I had ordered such amount of coffee, and ght I was through with them. n I balanced my bank book I d they had drawn on two of notes $25 each ($50).

found I was tied up by sharp- I am getting out of it as best 1. It is a fairly good coffee, me 23 cents or more, and I never get stung again.

What is Mr. Buckley's opinion of such a contract? Would it be binding on the dealer where secured on false statements?

* * * *.

———, Conn., December 15, 1916.

Note.—If this contributor will allow plain speaking, he showed himself an exceedingly easy mark. He does not say how much coffee he thought he was buying; apparently it is much under fifteen bags. The contributor fell into a trap which he opened for himself without a doubt. In the first place he should have read the order which he signed, and made sure that he understood it, and that it agreed with his understanding. And he should never have signed "slips of paper" without knowing what they contained. He has no legal defense at all, for he could have kept out of his present situation merely by reading over the papers he was asked to sign.—Ed.

n for the "Modern Merchant and Grocery World."

ock on Hand Must Be Inventoried at Cost When Making an Income Tax Return

rnal Revenue Department Says It Cannot Be Inventoried at Present Market Value. Ruling Is in Favor of Merchant for Under It He Pays Less Tax.

e have been informed directly he Treasury Department that ntory of merchandise on hand be calculated at the actual cost of the merchandise when com- g figures for purposes of in- tax return.

embers who have been seri- discussing the question of the on which the 1916 inventory ld be computed expressed a de- to know whether or not the missioner of Internal Revenue, sury Department, Washington, ., had formulated any ruling respect to this matter.

e accordingly addressed the sury Department stating that r present conditions stocks of handise in the establishments holesalers are, in many cases, reater value than at the time at h such merchandise was pur- ed.

our letter we wrote as follows:

Some business men feel that lues will continue high and vor calculating the inventory the present market price of e merchandise.

Other merchants, more con- rvative in method, declare that they intend calculating the inventory at the cost price of the merchandise.

Still a third class of merchants are inclined to strike an average between cost values and present market values.

The method pursued and the result secured under such method will materially change the showing in matters of profit and loss.

The Commissioner of Internal Revenue replied and the following is a quotation from his answer:—

> The gross gain or loss is determined by taking from the gross sales plus the stock on hand at the end of the year the purchases plus the stock on hand at the beginning of the year.
>
> The stock on hand must be inventoried at cost, since the price at which disposed of will reflect any loss due to shrinkage or depreciation. For the same reason no deduction for depreciation on merchandise will be allowed under item 5b of the return, for to permit such would be, in effect, a double deduction.

Thos. A. Fernley.

Philadelphia, Pa.,

December 21, 1916.

SEASON'S

GREETINGS

To Retail Grocers

WE take this opportunity to again convey to the readers of the "Modern Merchant and Grocery World" our sincere thanks for the patronage bestowed upon us during the past year.

It has been our earnest aim and effort to continue to serve you to the best of our ability, and to protect your interests as jobbers should do.

We have spared no expense to maintain the high standard of our products and to market them at the lowest possible price compatible with quality, purity and excellence.

The reputation our establishment enjoys throughout the country, reflects credit on the grocer selling our goods. They guarantee perfect satisfaction to your customers and save you the annoyance of complaints.

We earnestly solicit a continuance of your patronage and confidence, all of which we will endeavor to merit by giving in return the best we can produce.

Wishing you a Happy and Prosperous New Year, we remain

GRATEFULLY YOURS

LOUIS BURK

Girard Ave. and Third St., Phila.

Written for the "Modern Merchant and Grocery World."

A West Virginia Correspondent Says Profit Percentage Must Increase With Cost, But It is Not Really an Increase

Discusses a Recent Editorial on "What Is the Matter With Prices?" Which Told How Consumers Were Charged Thirty-five Cents Advance for a Book That Had Only Advanced Twelve Cents. Mr. Kettering Makes Clear Argument to Show Justification.

After reading your editorial, "What Ails Prices?" in issue of December 11th, I cannot refrain from criticising it and stating my views on the matter.

You state that the book publisher made a book that cost him 18 cents to produce. He sold it to the retail dealer at 30 cents and the dealer sold it again at 50 cents. Then the advance in raw materials forced the production cost to 30 cents with the result that the publisher charged the retail dealer 50 cents and the dealer again sold it at 85 cents.

You then point out that the consumer paid 35 cents more for an article that had advanced only 12 cents at first cost, which is correct. You say "it is legitimate but that in the end some of us will undoubtedly wake up to the realization that it was bad business." Right here is where I disagree with you. Everybody knows that no one can succeed unless he knows how much it costs him to do business, and the Federal Trade Commission claims that that is the reason for most failures—ignorance of cost accounting. The only way to find the cost is to divide the total expense by the total volume, which will give the percentage cost of doing business, and which must come out of the gross profits.

Now on this book proposition, it must have cost each of these people about 25 per cent. to do business because each of them made a gross profit of 40 per cent. at the old price. In order to make 40 per cent. gross one must add 66⅔ per cent. to the cost. When the materials advanced the production cost from 18 cents to 30 cents. Mr. Book Publisher simply added 66⅔ per cent. to 30 cents instead of to 18 cents, his former cost, and that made his price 50 cents. Mr. Retail Dealer did the same, which made his selling price 83⅓ cents, but imagine that would be an odd price for a book, so he sold it at 85 cents. So the only thing that can possibly be said against the transactions was that the retail dealer got 1⅔ cents more for the book than he ordinarily should have gotten. If these two merchandisers made too much money from the sale of this book, when it retailed at 85 cents, they also made too much when it retailed at 50 cents, because the profits for both dealers were identical at both stages of the market.

This not only is not bad business, it is absolutely imperative, as the Federal Trade Commission will tell anybody that cares to take the trouble to lay the above case before them.

To go to an extreme point, would you, Mr. Editor, advise selling a drug that costs $4 a pound at $4.10 because when it cost 30 cents a pound you sold it at 40 cents?

I would like to see the opinions of some of the other readers of this paper.

Also, I would like to see this letter published in your paper, as I think most merchants will agree with me in my contentions and for the further reason that I do not want to see anybody misled on ascertaining selling prices.

H. E. KETTERING.

Clarksburg, W. Va.,
December 15, 1916.

Plans to Stop Spoilage of Food Products Like Canned Sardines and Fresh Poultry.

Government Found a Way to Kill the Spores That Formerly Caused a Loss of Thirty Per Cent. in Sardines Through Swells. Another Plan Saves Twenty-two Dollars a Carload in Shipping Poultry.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
December 21, 1916.

The recent report of the Chief of the Bureau of Chemistry, U. S. Department of Agriculture, indicates that extensive research and experimental work directed towards the prevention of spoilage in food products was done in that bureau last year.

A study was made of the organism causing spoilage in canned sardines. The loss to individual packers of sardines from swelling is sometimes as high as 30 per cent. of the pack. It was found th organism causing the spoilage rapidly forms spores, whic killed only at high tempera Experiments showed that wh cans were heated to high ten tures the spores were killed a swelling or spoilage resulted addition to processing at high peratures it is necessary t cleanliness in preparing and ing the sardines. The sardi dustry has largely adopted th ommendations of the bureau the correct methods of han preparing and packing the sar with the result that much loss spoilage has been prevented.

Experiments were made in nection with the shipment of shrimp. It was found that prepared in a clean manner, ably boiled in brine, and thor cooled, the shrimp could be sh for long distances in a prime tion. Many of the shippers adopted the recommendations Department as to the proper ods for handling the shrimp found them of great value conduct of their business.

In order to prevent spoila the shipment of poultry and a precooling plant has been oped, cooled by ice, capable of ing 15,000 pounds of eggs and try a week. This plant cos proximately $800 to install. ice at $3 per ton it has been in actual commercial use to ef saving of at least $22 per c in handling and chilling. It enables the small shipper who not afford to erect a comple frigerating plant to compete the largest shippers.

H



Do You Know the Figure Facts About Your Business?

Do your books tell you what it costs to operate your stores?

Do they show which departments or lines are profitable and which, if any, are not paying?

Do they prove beyond the possibility of a doubt that selling prices cover expenses and leave you a fair margin of profit?

Can you tell from them how your gross and net profits for this year compare with those of last year?

Do they tell you how often you turn your stock; how much stock you have on hand today and what this stock cost you?

Do they show when and from where your profits and losses come?

These questions may seem harsh and inquisitive, but they are not intended to be so.

They simply state some of the problems that are confronting business men today.

If you get this sort of information—know the answers to these questions—you are in a position to turn losing months into winning ones; to replace unprofitable departments or lines with profitable ones; in short, to manage your business wisely and successfully in the face of rising costs.

We are bankers and not systematizers, but, if you have been facing the old question of "Profit, profit—who's got the profit?" we may be able to help you find the answer.

This is an additional banking service which we offer to our patrons.

We will be glad to suggest ways by which you can discover the answers to the above questions, in reference to your own business. Our Business Building Bureau is an information service. There may be something in its files of value to you, so please feel free to consult us in confidence on such matters.

The Bank of Usefulness to St. Louisans

ST. LOUIS UNION BANK
Fourth and Locust

This is an advertisement recently inserted in a St. Louis daily paper by the St. Louis National Bank. It shows that even banks are joining in the general movement to teach merchants, particularly retail merchants, how to put their business on a scientific basis.

This Is Useful if You Sell Ban

Sixty degrees may be c ered the ideal temperature bananas. While apples and or keep best at a temperature freezing, bananas require wa If the temperature of your runs down at night wrap bunches of bananas in paper put them in barrels with stra keep them in a warm place and the loss which often occurs o or two tail-end hands on each blackened by cold. Whethe ceived by local wagon del freight or express, bananas s be given prompt attention, b in a warm place and car handled to avoid bruising.



A QUART OF MILK FREE

The proper preparation of a package of ordinary pancake flour requires the use of a quart of milk.

Aunt Jemima Pancake Flour

as the milk already mixed in it—good sweet ilk in powder form—not sour milk, nor butter ilk.

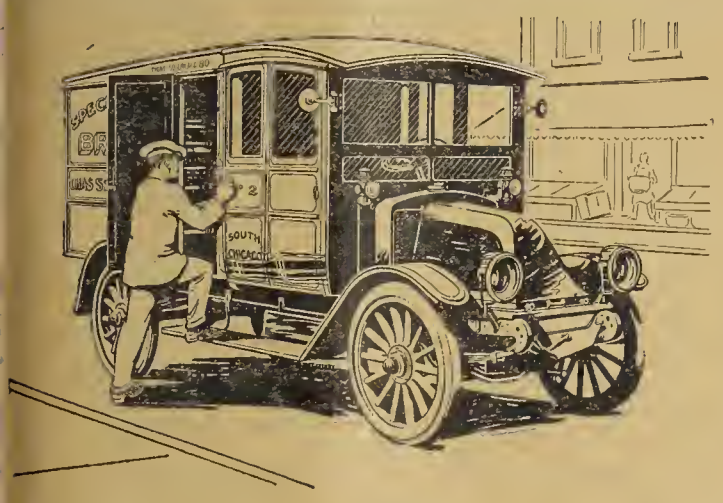
Just like getting a bottle of milk free with each ackage. Get that as a talking point?

Our extensive and effective advertising campaign carrying this message of economy into thousands of homes, and dealers everywhere are profiting thereby. Your customers among them.

Be sure that **Aunt Jemima Pancake Flour** is on your shelves at all times. It really sells itself—quite different from the many unknown brands now on the market that move only when you literally push them out.

AUNT JEMIMA MILLS COMPANY - St. Joseph, Mo.

ILADELPHIA OFFICE: 103 South Front Street NEW YORK OFFICE: 105 Hudson Street PITTSBURGH OFFICE: Marine National Bank Bldg.



A Style for Your Business

International Motor Trucks

are now furnished in styles sure to meet the needs of your own business. Four cylinder motors; shaft drive; solid tires or pneumatic; any desired style or size of body—all the advantages which a great organization gives are at the service of International Motor Truck purchasers.

INTERNATIONAL MOTOR TRUCKS—New Models—Attractive Prices

H—1500 pounds capacity, internal gear drive (chassis) $1225
F—2000 pounds capacity, internal gear drive (chassis) $1500

Any model can be equipped with pneumatic tires for $50 more than the above prices. All prices are cash f. o. b. factory. Special bodies furnished for any line of business.

Drop us a line for full and interesting information about the popular models at the new rock-bottom prices.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**

WITH THE EDITOR

Newspaper Fakes on Retail Profits.

Last Sunday's Pennsylvania papers quoted James Sweeney, State Chief of Standards, as saying that bread bakers are making more profit than they should make. Believing that no public official should discuss retail profits in any line of merchandising unless he has special knowledge on the subject, I caused a letter to be written to Mr. Sweeney, asking him for answers to several questions regarding the average baker's cost of doing business, etc., the purpose being to learn whether he knew what he was talking about.

One newspaper account of what Mr. Sweeney said was as follows:

OFFICIAL SCORES BAKERS

Profits Exorbitant at Present, Chief of Standards Declares

From Public Ledger Bureau

HARRISBURG, Dec. 16.—Jas. Sweeney, Chief of Standards, issued a second statement today in which he severely criticises the bakers of the State who have increased the price of their bread either by cutting down the size of the 5-cent loaf or adding a cent to the usual price. The bakers, even with flour at its present price, are making more profit on a loaf of bread, he says, than they should. Under the plan that gave sixteen ounces for 5 cents bakers made a fair profit, he says, and the making of eleven-ounce loaves for 6 cents gives them a profit out of all proportion to the costs of high-priced materials. He said he would ask the Legislature to fix a standard size loaf.

Mr. Sweeney's answer to the letter from this paper is as follows:

Harrisburg, Dec. 20, 1916.

Grocery World Publication Co., 927 Arch St., Philadelphia, Pa.

Gentlemen:—

Complying with the request contained in your favor of December 19th, I am enclosing you copies of the statements relative to bread which I gave to the newspapers. I do not believe that you will find in either of these articles the statement that bakers are making more profit on a loaf than they should.

What you will find is that if the loaves are to be reduced in size, and then a price added, that it would be an injustice to the people. I have endeavored to show that the bakers who are baking an eleven-ounce loaf of bread at the price of flour on the date those articles were written were making more profit out of a barrel of flour than they did when flour sold at $5 a barrel and the customer received a sixteen-ounce loaf of bread; and that there was no apparent necessity for advancing the price of a loaf of bread unless they gave the people a sixteen-ounce loaf.

The baker's profit, waste, etc., are unquestionably figured in the 5 cents which he charges for the loaf of bread.

Very truly yours,
JAMES SWEENEY,
Chief.

I have carefully read the typewritten copies of Mr. Sweeney's statements and he is right. They do not quote him as saying what the newspapers said he said at all. So that the point here is different from what I expected it would be. Instead of being a revelation that another public official had butted into profit discussions without knowing what he was talking about, it is this: that the average newspaper, when it is discussing the question of profits and wants to say something appealing to consumers, has not the slightest regard for the truth.

"None of Them Have Done Anything."

A certain butcher put in canned goods and wrote his trade paper that after a few weeks he made 12 per cent. on the new department. The following is an interesting paragraph from his letter:—

When I first put the department in some of the grocers immediately around me threatened to get back at me by going into the meat business. All of them already sold ham and bacon and were really competitors of mine. So far none of them has really done anything. One of them expressed his opinion about the fresh meat business not long ago as being a game that he didn't care to tackle. I guess the others think pretty much the same way, judging from the way they have never carried their threats out. I don't blame them. The way the retail meat business is to-day it's financial suicide for an inexperienced man to go into it.

And probably none of these grocers will do anything—except complain over the inroads which this enterprising butcher makes in their business. No grocer need be afraid to go into fresh meats, provided he can get a good man to cut them. When prices are anywhere near normal, nothing he can sell will pay a better profit.

Every Pail on Its Own Bottom.

The Adjusting and Profit Committee of the San Francisco (Cal.) Retail Grocers' Association has started to do a thing which should have been done a long while ago. It is taking up an average retail grocery stock, article by article, and learning what pays a profit and what doesn't. The committee says that *over 60 per cent. of the articles sold by a retailer are sold at a loss.*

The following is from the committee's report:—

From data gained in many stores of different size and location in San Francisco it is shown that the average cost of doing business runs from 17 per cent. to 18 per cent. and in the larger stores as high as 20 per cent. These figures compiled under a uniform s tem of bookkeeping, supervi by men of experience a therefore, must be taken, as a general statement, but accurate.

Four main items are sho to comprise 30 per cent. of total grocery business don butter, eggs, sugar and flo These four items average per cent. profit on the sell price. The other 25 per c is made up of miscellane items which will be detai later on.

Eventually every article s in a retail grocery store m be analyzed as to its pro but for this report, owing the season, cereals will be d with as follows:—

Oats: H-O selling at cents per package, 13 88- per cent., loss 4 12-100 cent.; Sperry's, selling at cents per package, 29 62- per cent., net profit 11 69- per cent.; Albers, selling at cents per package, 29 62- per cent., net profit 11 69- per cent.

Granulated Wheat: Germ small, selling at 15 cents package, 19 44-100 per ce net profit 1 44-100 per cen Germea, large, selling at cents per package, 20 per ce net profit 2 per cent.; Cream Wheat, selling at 20 cents package, 16 2-3 per cent., l 1 1-3 per cent.; Heck Farina, selling at 10 cents package, 6¼ per cent., loss 11¾ per cent.; Heckers rina. if sold at 12½ cents package, 25 per cent., net pro 7 per cent.; Pearls of Whe selling at 15 cents per packa 11 11-10 per cent., loss of 3 100 per cent.; Pearls of Whe if sold at 20 cents per packa 33 1-3 per cent., net pro 15 1-3 per cent.

Wheat Flakes, such as Ca nation Sperry's, Wheatro-He cules, Twin Brothers, Albe etc.: Two for 25-cent si cost $1.20 per dozen, 20 p cent., net profit 2 per cent.; 2 cent size, cost $2.40 per doze 20 per cent., net profit 2 p cent.; 30-cent size, cost $2. per dozen, 18½ per cent., n profit 1½ per cent.

Pancake Flour: Flapjack- Encore, selling at 15 cents p package, 21 11-100 per cen net profit 3 11-100 per cent Family Flour, selling at $2.50 sack, shows 10 per cent., a lo of 8 per cent.

Commit These to Memory

Carrying your business in your hat instead of in a simple set of accounts may be a practice of some so-called business men, but experience shows that few hats are large enough to hold both the owner's head and his business.

veral of the cereal brands d here are unknown in the but there are plenty of East- rands in the same situation. nave always contended that thing a grocer sells should pay vn profit and stand on its own There is no reason whatever sugar should be sold at a loss he profit which it should bear, d to the profit on tea or coffee, stance. In every line of mer- dising, some articles bear no en, others bear more burden they should. It is wrong from standpoint, but I have no great dence that it will ever be re- ed. At least, not unless enough ciations get busy on the matter bring the unvarnished facts be- the grocer. Many grocers have no conception of the actual situation.

The Week's Dry Goods Record.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale dry goods distribution for the current week is maintaining the large volume of the past few weeks and is running considerably ahead of the corresponding period of a year ago.

Road orders for both immediate and future delivery show good gains over the same week 1915.

Merchants have visited the market in larger numbers.

Collections are in excess of the corresponding week of past years.

Weekly Window Display Suggestions



A New Year Trim.

To arrange, cover the bottom of the window with white crepe paper. ıg the front place tumblers of preservcs and cans of plum pudding. In , and in the center, place a large flat tray of eggs, and on either side ate of crackers. Then place a Dutch cheese and several rolls of snappy se, and on either side of the cheese, packages of fancy cakes. In the er of the window arrange half a ham on a platter and garnish with ley. On one side place a piece of bacon and on the other some sausage. veen these place bottles containing pickles, mustard dressing, sauce and es. At each extreme rear corner arrange cans of peaches and apricots, and ront of each display a dish of the dried fruit. In the center display rent kinds of cake on tall cake stands. Use evergreen ropes at the sides along the bottom and at the rear make a large star of it. Cut letters out pasteboard and cover with gilt paper. Across the center of the star tch two pieces of invisible wire. Place the letters against the wire, and old them securely fasten small paper stickers over the wire.

The Buying Public

Men and women, young and old, prefer to make their purchases in clean, bright, Electrically lighted shops. Those stores which are not equipped electrically, deliberately sacrifice to their competitors a considerable percentage of the best trade during the year. Electric Light is an advertisement as well as an illuminant—it will bring greater returns for less money than any other form of publicity.

THE PHILADELPHIA ELECTRIC COMPANY
TENTH AND CHESTNUT STS

Philadelphia, December 25, 1916.

BUTTER

"Star and Crescent" Creamery Butter, 60-lb. tubs	40c
"Star and Crescent," cartons, prints, 30-lb. boxes	41c
"Clover Leaf" Creamery Butter, 60-lb. tubs,	37c
"Clover Leaf," cartons, prints, 30-lb. boxes	38c
"Gold Shield" Butter, 60-lb. tubs	35c
Prints, 30-lb. boxes	36c
Sweet Butter (unsalted and uncolored), 60-lb. tubs	42c

MARGARINE

(Made in Elgin)

We invite attention to our Algood Brand Margarine, guaranteed to give satisfaction and increase your business. Give us a trial order. Packed in 30-lb. boxes, at.. 23c

CHEESE

Fancy Whole Milk Flats (old).... 25c

EGGS

Premier (XXX) Brand, selected... 45c
Storage Eggs, selected 35c

Second-hand empty egg cases, fillers and flats complete, good as new, 10c each, f. o. b. Philadelphia.

When ordering kindly state which grade desired. All orders received will be filled promptly at these prices.

Satisfaction guaranteed.

NICE & SCHREIBER CO.
6-8-10 South Water Street

Your Customers' Opinions ?

¶ What your customers think—not what you think—decides whether your store is a success. Are you making every effort to obtain and hold all their trade?

¶ Give them a real reason for doing ***all*** their buying at your store and you will keep your old trade and quickly gain new.

¶ The "Sperry" Service has been helping wide-awake retailers for over 20 years and has constantly grown in popularity. Today, thousands of progressive merchants are using this business builder.

¶ Why not investigate and find out if the "Sperry" Service can meet some particular need of yours? It has solved many problems for thousands of retailers. A postal will bring you full information—no obligation.

The Sperry & Hutchinson Co.
The Hamilton Corporation
GEO. B. CALDWELL, Pres.
2 West 45th St. New York City

The New York Letter

New Food Distributing Department to be Created to Reduce High Cost of Living. Chain Store Enjoined From Selling Unmarked Storage Eggs. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, December 22, 1916.

Senator Wicks, chairman of the New York State Legislative Committee, which has been holding sessions in this city for the purpose of investigating the food supply, announced on Wednesday night that it would recommend to the next Legislature the creation of a new State department to be known as the Department of Foods. The purpose of the new department would be "to study, supervise and, as far as necessary, regulate this important division of the business of the State." The committee gives out the following statement as to what it thought such a department might accomplish:—

> It is proposed that municipal markets shall be encouraged. Every power necessary to their establishment and maintenance should be given by general statute to all the municipalities of the State. They should be subject to supervision by the proposed department in all except legal matters. If terminal facilities be lacking, special provisions for relief should be made by law.
>
> Other subjects to be dealt with are as follows: Regulation of the operation of storage and cold storage warehouses, grain elevators, etc.; coloring of ice cream and other food products by artificial dyes; protection of sheep by imposing an effective check on stray dogs; age at which veal calves can be sold for food; permitting the sale of skim milk in New York City; licensing of commission men, with penalty for a license trading at the same time on his own account, and supervision of country milk stations so as to insure fair and accurate butterfat tests, and to prevent unjust discrimination in price between different localities and individuals.

* * *

The effort of State Commissioner of Foods and Markets Dillon to compel everybody who sells cold storage eggs outside of their original packages to put the words "cold storage" on every egg has gotten into the courts. The James Butler Co., which operates a chain of grocery stores here, declined to obey the order and Commissioner Dillon had an injunction issued against them forbidding them to dispose of cold storage eggs unless they are stamped, provided they are sold out of their original packages. The injunction was issued to take effect December 23d.

Summarized Market Conditions.

Tea quiet but undertone steady to firm. There is some talk of a tea duty but it has gotten no where as yet.—Coffee market fractionally higher for all grades of Brazils on account of continued peace talk. Domestic demand poor. Milds show no quotable advance, but the undertone is firmer. Java and Mocha unchanged.—Sugar very much unsettled and raws have sold down to 4.89 for February shipments. Granulated generally quoted at 7 cents.—Canned goods very dull. Tomatoes weak but nominally unchanged. Peas, corn and the balance of the list unchanged and quiet. All canned fish firm and high, but unchanged for the week.—Dried fruits neglected and will be until after the holidays. Prices on everything unchanged.—Wheat has rallied somewhat during the week on account of foreign demand.—Flour quiet, sales small; feeling still easier.

ITEMS OF GENERAL INTEREST.

Another Move to Reduce Oleo Tax.

Another bill to reduce the tax on oleomargarine from 10 cents a pound to 1 cent and to repeal the license tax on oleomargarine manufacturers was introduced in the House during the week by Representative Aswell, of Louisiana. Mr. Aswell said his bill would reduce the cost of a food consumed in this country at the rate of 150,000,000 pounds a year.

Benzoate Question Reaches United States Supreme Court.

Whether States may prohibit sale of food products containing benzoate of soda preservative, permitted under the Federal pure food laws, is a question the Supreme Court last Monday was asked to decide. Wisconsin's Food Commissioner appealed from a decision of Federal Judge Sanborn, holding that the Federal laws are paramount and Wisconsin's anti-benzoate of soda statutes unconstitutional.

They Deserved to Lose Their Money.

The National Credit Men's Association supplies the following:—

> It is apt to be hard to discover and appreciate humorous situations in credit granting, for they are as a rule expensive for those having part in the situation.
>
> A failure occurred in Kentucky. There were about eighty creditors. It looked like a suspicious case, and therefore one of the adjustment bureaus undertook to investigate with a view to ascertaining what if any basis there might be for criminal action.
>
> Bureau inquiries brought out the decidedly surprising information that not one of the eighty creditors had a financial statement, nor knew authoritatively who comprised the concern, for the two names in the firm style were such as to give no assurance as to whet the partners were man a wife, or father and son. man and wife, recovery wo be possible, as the wife financially able to pay the de of the concern; but if fat and son, one being a min offered no responsibility, a but little recovery could be pected.
>
> Is it not grimly humor that eighty creditors should risking their goods with knowing with any exactness whom they were granti credit, and without securin financial statement or any ot information which would as in investigating as to the c cern's practices.
>
> Surely each should feel t he had participated in a cre burlesque.

Pennsylvania Organizati Notes.

Mr. Smedley addressed the chants' Bureau of the Rea Chamber of Commerce on Mo December 11th, at a noo luncheon held at the Ma House. It is expected that body of business men will aff with the State Association. the luncheon some discussion

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

927 Arch Street

PHILADELPHIA

on the question of the liquor ers demand for a percentage to allowed by the retailers on ls bought by the liquor dealers. ling merchants, at least the e ones, will not submit to the ands.

* * *

he Lancaster Retail Grocers' ociation now numbers eighty ibers. A banquet is being ar- ged for to be held early in Janu-

* * *

Ierchants of Reading have deco- d both sides of Penn street for listance of six blocks with istmas trees. A big community istmas tree has also been ted. The effect is fine and at- ts many persons to the shop- g section.

* * *

he city of York held a big cele- ion on December 14th, the oc- on being the lighting of the new levard lamps. It is one of the lighted cities in the State. A ade was one of the features.

* * *

he Irwin Board of Trade will l an anniversary banquet on ruary 28th.

* * *

Vandegrift is arranging for a big nbership campaign to be closed h a big community meeting.

* * *

Through the influence of the ck Haven Association a big dye rks has been established, which is v in successful operation. Out the fund raised by the business n about 30 per cent. has been urned to the subscribers.

* * *

The Lock Haven Association at last meeting re-elected its old cers and decided to co-operate h the ministers of the city in questing City Councils to refuse grant licenses in future to street rnivals or similar amusements. nds it is believed can be raised all needed charities, etc., without e use of the carnival method of sing money. A war will be ged on punch boards and all mbling devices. A banquet will held in the near future, the large nufacturers of the district to be ests of honor. The following mmittee will arrange the affair: F. Heffner, J. A. Simon and ank D. O'Reilly. The associa- n is lending its aid for new and tter roads. An automobile trip is planned, the object being to induce a large number of merchants to attend the State convention at Mt. Carmel in August. Committee in charge: Paul O. Brosius, J. A. Simon and H. S. Satterlee. Co-operative delivery was discussed and a committee appointed to investigate the matter.

* * *

The Armstrong County Association, through its Chamber of Commerce branch, have arranged for two holiday excursions to Kittanning on December 16th and 23d. The excursion will be run from Timblin, Seminole, Chicksau, Glen Irwin and Cadogan via the Pittsburgh and Shawmut Railroad. Special low fares have been secured. Free telephone service, stationery, parcel checking facilities and rest rooms have been provided.

* * *

A permanent organization of the York Retail Grocers' Association was effected last week and the following officers were elected: President, J. Luther Keller; secretary, Morris Gottleib, and treasurer, M. A. Devine. More than fifty of the city grocerymen assembled at the hall at 53 South George street, and had the pleasure of hearing William Smedley, of Philadelphia, organizer of the Pennsylvania Retail Grocers' and Merchants' Association; William Crow, of Harrisburg, an official of the same organization, and also representatives of the wholesale houses of York. Mr. Gottleib, the temporary chairman, called the session to order and presented Mr. Smedley, who gave a most interesting talk on store efficiency and what can be done by each and every groceryman to bring about better conditions in his business. He paid particular attention to the subjects of cleanliness and display of goods and it is believed that more than one man present went home resolved to do all he can to become a better merchant. Mr. Crow's talk had to do with salesmanship as it has to do with increased store service and profits. The election of officers followed after which the assembly heard from C. H. Thomas, of the firm of Frey & Thomas; O. O. Ettline, of the Ettline Grocery Co., and D. G. Meckley, representing P. A. and S. Small Co. The meeting adjourned until January 3d. The place of meeting will be announced at a later date.

"Don't Send Me Any More Ham Like That!"

Not a grocer in the land but has had knocks like that. Some have them right along.

Do you know how to eliminate such knocks from your business absolutely? Sell and feature **Vogt's Liberty Brand Hams.**

We are saying that each week in the strongest possible way, and every once in a while some grocers take our word and try it on.

There has never been one who was sorry, because we know what we are talking about. We know **Liberty Hams** and we know the others. We will send **Liberty Hams** anywhere, for any trade, and be confident they'll stand up.



Are you getting the advantage of our advertising to consumers?

F. G. VOGT & SONS
INCORPORATED
Thirtieth and Race Sts.
Philadelphia

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Household Specialties.

Singer Brothers, 82 Bowery, New York City. Write for catalogue.
United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Premium Service.

Sperry & Hutchinson Co., 2 W. Forty-fifth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles and all Kinds of Advertising Specialties.

Wm. P. Perkins, 116 Nassau St., New York City.



No. 395.—Seizing Goods En Route to an Insolvent Buyer.

Most readers hereof know something of the right of stoppage of goods in transitu, as it is known in the law, which is the right of a seller of merchandise who has shipped goods to a buyer, but learns before they reach their destination that the buyer is insolvent, to stop the railroad from delivering them. This letter enables me to say something about the matter which may be useful:—

Philadelphia, Pa.

We have a customer in ———— who has dealt with us for about eight years. He was formerly all right, but during the last year or so has been pretty unsatisfactory. He furnished a fair statement, and is well connected, but has lately been very hard to get money out of. He represented that this was due to the fact that most of his trade was credit. Last week he sent in an order for goods amounting to over $300. At that time his account was pretty well down, though he still owed us a small balance. However, we had heard that he had gotten some new capital and was going ahead under better conditions. We shipped the goods, which were sold f. o. b. our station, via the Pennsylvania, as usual, but not two hours after they had left we received a notice that the customer had called a meeting of his creditors. We at once notified the Pennsylvania not to deliver the goods, and they agreed not to, but in some way they slipped through and were delivered. Our lawyer now says we can collect only our per cent. of the assets if the customer goes into bankruptcy. Please advise if we have any recourse against the Pennsylvania.

R. McM. & Co.

My judgment is that you can collect all of your loss from the railroad company. If the bill was $300, and the bankrupt estate pays 20 per cent., or $60, you have a good claim against the railroad for $240.

Let me explain the main points about the legal right of stoppage in transitu.

Ordinarily when A buys goods of B f. o. b. B's station, title to them passes to A when B delivers at the station, and if anything happens to them after that, the loss is A's. In one case, however, the law allows B to retake those goods after title has passed to A, and that is where certain conditions have arisen which allow B to exercise the right of stoppage in transitu. In brief, those conditions are as follows:

1.—The goods in question must be unpaid for.

2.—They must be on their way to the buyer, but not yet arrived.

3.—The buyer must be insolvent, or unable to pay his debts.

If the law allowed A to have the goods when he was insolvent, it would really be a fraud on the seller, who would then merely get a percentage of a bankrupt estate, possibly a very small percentage. The law holds that it would be inequitable to deprive the seller both of his goods and most of his money, so it allows him to seize them while still in the railroad's custody.

If there is reason to believe that the buyer is insolvent, the law holds the goods to be unpaid for even though the seller has accepted notes in payment and those notes are not yet due.

You can seize goods under the right of stoppage in transitu, any time after they have been delivered to the railroad company, and before they have been handed over to the buyer. Even though they have reached the city of their destination, and are on their way to the buyer in an express wagon, they can be reclaimed, and if the transportation company gets the notice in time, even up to the very minute when the driver is about to unload the goods on the buyer's sidewalk, it is its duty to send them back.

Of course if they have actua passed into the custody of buyer, nothing can be done.

In these cases controversy of arises over whether the buyer insolvent when the right of st page is exercised. It cannot exercised unless he is, but insolv docsn't mean that he must ha actually gone into bankruptcy made an assignment. He must unable to pay his debts, and he m have either become insolvent af he bought the goods, or before, if he was insolvent before, the sel must not have known of it, or loses his right.

It is exceedingly dangerous seize goods in this way witho pretty convincing proof of the bu

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Condensing Shelf Room.—Not long ago I happened into a store and saw a helter skelter arrangement, especially on the shelves. One shelf was taken up with something like forty cans of potash, another was jammed full of Royal Baking Powder, another was entirely taken up with one brand of molasses. This is all wrong. A dozen of any of these is sufficient, nicely faced and even with the edge of your shelf. Condense things—especially back of the working space. It saves hundreds of steps. Step saving is time saving. Be sure and have a ticket over every line of goods. Keep the ready sellers right at hand and keep the goods that there is a profit in continually on display, changing the location once a week. Sometimes on the counter, sometimes in the window, sometimes arranged on the floor. Get your customers familiar with the goods. It's next best to printed matter. It impresses. It brings the real thing under the eye. It shows you mean business.

* * *

Never Talk "C. O. D."—When you have finished taking an order figure it up and tell her the amount. Never say, "Shall I send it C. O. D.?" Get the money. I don't infer that you should show any unpleasantness about C. O. D.'s. But just take it that it's a spot cash order. C. O. D.'s take the driver's time. Takes the bookkeeper's time, and there's an uncertainty about the woman being home, anyway, when the goods arrive. It's one of those little things that need tact. You're doing good work when you break the habit.

* * *

The Sick Habit.—This isn't the place to exploit my own notion of sickness, but I will say, and I say it from many years of actual observation, that in ma cases it is largely a habit. Be asham to admit that "tired feeling." Don't on record as an absentee because of apparent out-or-order stomach or a lit whirling in your head. Jump out bed in the morning and shake yourse and get out into God's pure air, sayin "This is a day of health and succe for me." Get away from the "si habit," or some day you'll think it reality instead of error.

* * *

Ever Serve Butter?—If you have good butter that you want to push believe the best way to do it is to ser it on a plain cracker. Don't you kno it's hard for a woman to get away fro that argument? If you've got the good young man, there is no excuse for he going elsewhere for butter and payin you her good money for other thing Supposing she has her "butter man, and supposing he is a good fellow, tha doesn't enter into it from your side the boss needs that end of her busines and he'll get it, too, if you're up t snuff. That's all.

* * *

Don't Do It Again.—We have all ou little or big bunch of mistakes on rec ord. Such is life. But the fellow tha makes them the second and third and tenth time is a fool. A mistake is the most effective education we get. The man that accepts it in that spirit is safe. Make up your mind that "that thing won't happen again." Don't care what the nature of it may be, shun it as you would shun the devil. That's the way, and the only way, to turn the trick. That's what shows brains and stamps the man—a man.

insolvency, for if he is solvent can not only make you deliver, can make you pay damages for detention. There are a couple other points which it is well to tch in such cases: 1—has the er transferred the bill of lading somebody else? If he has, the ler cannot stop them en route; did the buyer sell them before y were seized? If he did, the ht is also lost, for in both es, title has passed to a third ty.

After receiving clear notice not deliver goods en route, a railroad no right whatever to deliver m, and if it does it is liable to seller for any loss which he sus- ns through delivery.

(Copyright, December, 1916, by Elton J. Buckley.)

—

Question: * * *, Reading, Pa.—party buys goods and pays regu- ly for some months but then only ys $5 at end of week and at other ies will pay $10 or $15. The ac- int reaches $100 or nearly that, ien the party informs the grocer y will receive an inheritance of eral hundred dollars and he will his pay in bulk and showed the ocer the papers that the money s to be paid September 15th.

The mother bought the goods from the grocer personally up to this time, but since that time the children come for goods.

The grocer asks the oldest son (18 years) why his mother does not pay the account she said she would when the inheritance was received. He replied he did not know, as the parents did not talk about those things in their presence. Since September their payments have been very irregular. Some Saturdays they pay $5, then omit one week; following week pays $10 or $15, but at present purchases not more than half former purchases. Some weeks they also pay cash till Thursday, when a book is used.

What is the best course to take in this case?

If party attempts to move out during night or day time, what action should be taken?

Can any legal action be taken for false misrepresentation?

Answer.—If this customer obtained further credit by a representation that an inheritance was forthcoming, this being a falsehood, she can be arrested for false pretense. If she did get the inheritance, but spent the money in other ways, she cannot be arrested, for she was not guilty of fraud. She merely broke her promise. In either event, I advise getting an active lawyer on the job either to bring criminal or civil proceedings, whichever the facts will justify.

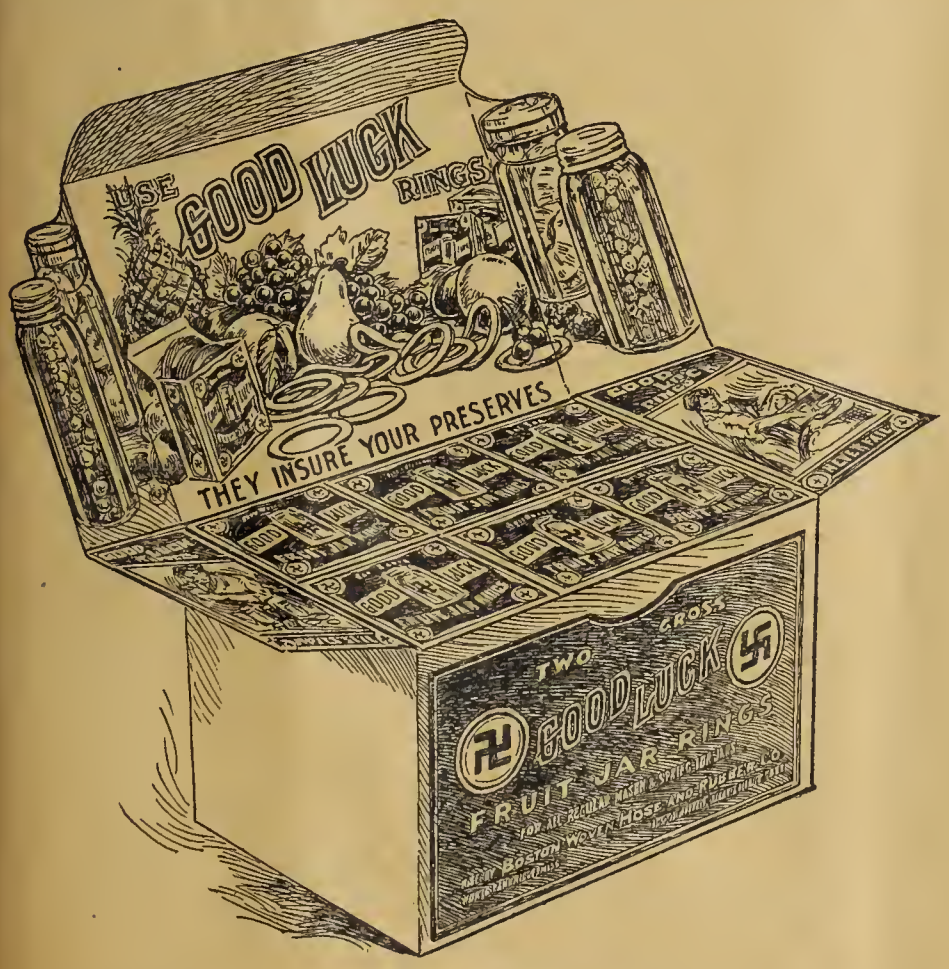
—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

The Critical Greek Currant Situation.

It was hardly to be expected that American merchants would buy Greek currants as heavily as in former years in the face of such prices. As a matter of fact, exports of currants from the Patras district to the American market for the period from August 23d to October 31, 1916, were only 2,187 long tons, as compared with 5,078 tons for the corresponding period of 1915. To the first figure may be added 800 to 1,000 tons of fruit already sold to American buyers and awaiting shipment. Reputable currant merchants state that of the 50,000 tons of fruit now available perhaps 20,000 tons are of inferior quality. It appears that many growers, attracted by the high prices offered at the opening of the season, gathered their fruit from the drying grounds before it was thoroughly dried in order to get it to market quickly. Perhaps, too, the ravages of peronospora had harmful effect on the fruit. At any rate buyers report a large quantity of fruit with high percentage of moisture, and already tending to ferment. American buyers might do well, when placing orders in future, to take such steps as will insure them the delivery of the actual grade of fruit specified in the order. It would appear, from complaints reaching this consulate in past seasons, that buyers have not always been satisfied with the fruit they received.

Every Grocer Should
Send five cents in stamps and
Get acquainted with The Advertising World
That magazine of ad pep. $1 the year
THE ADVERTISING WORLD, Department M. M. - - Columbus, Ohio



Here Is Something That Asks a Selling Question of Every Woman Who Comes in Your Store

You think you only sell Jar Rings in the Fall, but if you will put the **Good Luck Silent Salesman** on your counter you will be surprised at the number of steady orders you get all the year round. See cut.

The Silent Salesman asks every woman who comes in your store, "Don't you need Jar Rings?"

If she needs any jar rings, she needs **Good Luck Rings,** for everybody needs the best jar rings she can get. Too much depends on a jar ring to take any chances with it. **Good Luck** rings are made of live, resilient rubber that lasts for months. They never go back on the housewife who uses them. They even stand up perfectly when used in connection with the very exacting cold pack method.

All jobbers.

BOSTON WOVEN HOSE AND RUBBER COMPANY

LARGEST MAKERS IN THE WORLD

Cambridge, Mass.



One Sure Way of Selling Goods.

Every once in awhile I meet a woman salesman on the road. She travels for a New York dry goods house and she's a little hustler from Hustlerville. On the job every minute and I'm glad she ain't in groceries, for if she was working against me I'd have to sit up all night to get ahead of her.

She's a bug on the idea that a woman can go out on the road and sell goods as well as a man. In any line at all, from coffins down. Maybe she can in woman's stuff, like dry goods, but she can't in other lines, take it from me. Her and I have had some peppery fights over that, and I always end up by saying that if all the women was like her, maybe they could, but they all ain't like her. She hates that kind of talk like a kid hates candy, so we always come out of the fight feeling good.

The other day she come at me with a new one. She heard of a salesman for a wholesale grocery house who was took down with rheumatism and couldn't go out. He was plumb tied to his bed and as he worked mostly on commission, it looked like they'd starve to death. So she went down to the house, got his territory, and went out over it on his regular trip.

She did 30 per cent. more business than the best trip he ever had. "What have you got to say now about a woman not being able to sell goods?" she said to me last week.

"Same thing as I've always said," I said. "That ain't selling goods. She had the way greased for her. All she did was to go out and tell her husband's customers, 'Bill, or Charlie, or Ed's sick, and we'd have starved to death if I hadn't come out. I know you ain't going to turn me down under those circumstances.' Anybody'd give her an order on that story, whether they'd have give her husband one or not. That ain't selling goods at all. That's begging!"

"Oh, pooh! pooh! and pooh, pooh!" was all she said to that. "'Twasn't so at all," and so on and so forth.

But it was so all right. You fellows know that. Why I don't know anything on earth that can get orders like feeling sorry for the fellow that's asking for 'em. I used to know a chap that had been on the road for a shoe house for eight or ten years. He wasn't a bad salesman though he'd never be a world beater. The trade liked him some, and he made a living, but not a heap more.

His wife died. He thought the world of her and he put on black clothes for her. It hit him hard, poor devil. Pretty tough when your wife goes—if she's the real goods. I often say it's hard to lose some wives, but it's impossible to lose some others. Howsomever, when he went out on his regular trip he had his black suit on and he was all broke up. Talked to all his customers about it, and had 'em feeling sorry for him and everything.

He did 50 per cent. more business that trip than he ever did before. Now what have you got to say to that? His black suit and his loss just softened everybody up and they threw business at him. I don't mean that he worked that at all—not at first, but when he saw what it did, he worked it afterward, just as long as he could. Another shoe man told me about it—said it got to be a joke in the trade.

The last time I heard about this fellow he was thinking about killing off his mother. He could do that. It would be a cinch for a chap with a big family. He could kill off a new one say every two months and by the time the family was all gone, he'd be rich and could lay off.

Why one time after I'd been on the road for three or four years I had typhoid. Had it right—took me over two months to get on my feet and I lost the Lord knows how much weight. Even then the doctor said I hadn't any right to go out, but things were pushing me and I simply had to go.

When I come in off the road I weighed 204 pounds and was some baby. When I went out again I weighed 142, and looked like the next day was the date of my funeral.

D'ye know that I did more business that trip than I ever did before by darned near 50 per cent.? That's a fact. My customers were plumb sorry for me and they wanted to get me out quick so I wouldn't die in the house. They bought everything they could think of, because they wanted to say after I was dead, that they'd done the right thing.

I pretty near made enough extra out of that trip to pay the doctor's bill.

When I made the next trip I was better and had took on fifteen pounds or so. I didn't do anywhere near as good, but I did all right, because I was a sick man yet, don't you see. The trade was still sorry for me, but they wasn't as sorry as the first time.

The next trip I had got pretty near all of it back and my customers wasn't sorry for me at all. I didn't do as good that time as I ought to, because they still had some goods on hand from the first time.

That's the way it goes. If you can make a customer sorry for you, you've got your thumb on his ticklish spot and all you've got to do is to press it. Some of these times when business gets bum I'm going to buy a pair of crutches for $1.98 and go around on 'em. I don't know what that'll be yet—maybe an operation for gallstones or som thing. I'll bet I clean up big. If could only make my mind up have a leg took off, I'll bet wouldn't have to work at all aft that trip. I'd hate to do that, for I do say it as shouldn't, I've got t prettiest little set of legs in Pen sylvania!

THE STROLLER.

AMONG THE TRADE.

The Pennsylvania Refining Co. in a fuss with several of the bigge brokers in Philadelphia and has to the jobbing trade that it would longer accept orders through ther The Pennsylvania concern recent established a couple of brokerag concerns of its own under the nam of "Sales Companies" and wanted the brokers to send in the orders to these sales companie dividing their brokerage with then It is assumed that the sales com pany's part of the brokerage the went back to the Pennsylvania cor cern. The brokers refused to d that, and the Pennsylvania concer cut them off.

William E. Morris, trading a David Morris & Son, also as th Lansdale Pure Food Co., is bank rupt. He has been doing a sma wholesale grocery business, and packing business, and has been o the ragged edge for a number o years.

There Is a Selling Hint in This for Live Retailer.

A growing fondness for chocolat and cocoa is indicated in th greatly increased imports of crud cocoa into the United States during the last fiscal year. According t statistics compiled by the Bureau o Foreign and Domestic Commerce, of the Department of Commerce, a total of 243,232,000 pounds were purchased abroad during the fiscal year 1916, which is 50,000,000 pounds more than was bought in 1915 and double the imports of 1910. This is not to be accounted for by decreased imports of manufactured cocoa and chocolate, because we are buying such products in about the usual quantities. Nor is it because we are shipping abroad larger quantities of prepared cocoa and chocolate. It is due solely to a growing taste for chocolate and cocoa, especially the former.

The Science of Retail Advertising

This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon reguest, and to the suggesting of original advertisements when data is supplied. All communications sent in for this department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up in strict rotation.

I have from Sam V. Goodman, of yler, Texas, a copy of a newspaper lvertisement which he used in his cal paper on December 7th. It easured 4 inches double column, nd I am having it reproduced in e original size:—

McMenamin Crab Meat, a Most Delicious and Appetizing Sea Food.

When you eat McMenamin's Crab Meat you are not eating just crab meat. You're eating the BEST crab meat in the world. McMenamin Crab Meat has stood first for over a quarter of a century and the one which is the most used today.

It is not an accident that McMenamin's leads the field still, after all these years, it meets the requirements of ALL food laws everywhere.

HAVE SOME DEVILED CRABS ON THE SHELLS FOR DINNER TOMORROW. PER CAN WITH SHELLS, 35c.

SAM V. GOODMAN

"The Store That Pleases Everybody."

It seems to me as if a more appealing advertisement could be written for crab meat than this. Of course an opinion like this is merely a guess. Advertisements that you think will pull, often fall flat, and others that you think won't amount to much pull splendidly. So when I say I think an advertisement could be written that might get more results, I am of course only guessing at it, and I may be entirely wrong. And also, I don't know whether the above advertisement pulled or not.

* * *

Let me take this advertisement apart, and see if I can reconstruct it. There are, I think, too many words in the head. The word "sea" could have been omitted. I don't know whether crabs come from the sea or not, but I suspect not. Whether they do or not, the word "sea" adds nothing whatever to the heading of this advertisement. However, I shouldn't have used a head like this. I should have brought out the utility of crab meat right in the heading. Something like "Have Devilled Crabs for Supper To-night." Or "Ever Thought What You Could Do With Crab Meat?" Or "If Unexpected Company Comes, Have Devilled Crabs." There are a dozen ways in which the idea can be served up. I will rewrite the entire advertisement as I think it ought to be written:—

Hard Devilled Crabs for Supper Tonight

All you need is a tin of **McMenamin's Crab Meat** and the shells that go with it. **McMenamin's Crab Meat** is the best crab meat in the world, and has been for more than a quarter of a century. It is prepared down in Virginia, where the best crabs come from, and is one of the most delicious and quickest prepared dishes you can get. If a reserve can is in the pantry, you don't care who comes in at the last minute.

Tin, with shells, 35 cents.

Sam V. Goodman

The Store That Pleases Everybody

Paradise, Pa., Dec. 8, 1916.

Editor Science of Advertising.

Dear Sir:—I have a general store located about 9 miles east of Lancaster, along trolley line, which is a 30-cent fare return.

Now, we have some people of course who always buy their Christmas requirements at Lancaster. My object is to send out a letter in circular form to each and every one of my customers.

Of course my object is mainly to insist upon, or rather encourage home buying.

Will you help me in this by sending me what you would call a letter suitable for such an occasion, as referred to above.

I wish to mail them about the first of the week, beginning December 11, 1916.

Hoping to hear satisfactorily within a few days, I remain, thanking you in advance,

Very truly yours,

J. E. Denlinger.

I have written to Mr. Denlinger that in some way his letter got mislaid and only turned up a few days ago, too late to do anything about the Christmas circular. Even if the letter had been received in time, however, I would have advised him that no good circular or advertising letter could be written without a more intimate knowledge of goods and prices than he gives in his letter. I believe a general circular issued in such a case would be worthless. The only way to make your people buy at home is to show them where it would be profitable for them to buy at home, and nothing will do that so well as offering particular goods and quoting prices. That is exactly the way the mail-order houses get your customers to buy *away* from home.

Small Fruits Will Cost More to Pack Next Year.

The fruit section of the National Canners' Association now comes forward with a statement that small fruits will cost more to pack next year. A portion of the statement is as follows:—

> Cost conditions in 1917 will undoubtedly be much higher than ever before. No canner can afford to ignore this any longer.
>
> Basing the cost of cans, for instance, on the present cost of tinplate, and there is no hope of prospect for a decline in price, cans will cost from 30 per cent. to 40 per cent. more; cases will also cost about 10 per cent. more; labor has advanced, or will advance from 25 per cent. to 50 per cent.; labels and fuel, 100 per cent., and everything else that will go into the packing of canned food will be higher.
>
> The Committee of Cost Accounting at a recent meeting have gone over these matters very carefully, and picking out a few articles for illustration, have found the following advances that must be included in the cost:—

Columbian Red Raspberries, in No. 2 Tins.

	Est. advance per doz.	Est. rate of advance.
Fruit	$0.038	½c per qt.
Cans	.08	$6.48 per 1000
Case	.01	18 per cent.
Labor	.045	50 per cent.
Sugar	.015	.01 per lb.
Labels	.02	100 per cent.
Warehouse labor	.005	50 per cent.
Fuel and power	.01	100 per cent.
Overhead	.045	25 per cent.
Discount	.005	25 per cent.
Freight	.003	5 per cent.
Selling expense	.01	18 per cent.

Total estimated advance, $0.286 per dozen.

Average advance, 25 per cent.

Another Example, No. 10 Red Sour Pitted Cherries; 72 lb. Pack.

	Est. advance per doz.	Est. rate of advance.
Fruit (110 lbs.)	$1.10	.01 per lb.
Cans	.216	$18.00 per 1000
Case	.50	50 per cent.
Labor	.50	50 per cent.
Labels	.02	100 per cent.
Warehouse labor	.025	50 per cent.
Fuel and power	.045	100 per cent.
Overhead	.245	25 per cent.
Freight	.01	5 per cent.
Discount	.045	46 per cent.
Selling expenses	.128	28 per cent.

Total estimated advance, $2.366.

Average advance, 30 per cent. to 40 per cent.

The Grocery Markets

Tea.

The tea market shows no change for the week and a quiet demand. There will be no change in the tea market at least for the balance of the year, as the trade are concentrating their attention upon other subjects. Prices show no change for the week but everything is firmly held.

Coffee.

The continued peace talk has had the effect that was predicted by this paper, of advancing the prices of Rio and Santos coffee from ¼ to ¾ of a cent. The reason for this is that if peace comes Europe, which is now closed particularly to the coffee traders, will be opened and a very large business will almost immediately ensue. The domestic demand for Brazil coffees is still poor. Mild grades show no change as yet, but will undoubtedly share in the advance if any advance comes.

Sugar.

The sugar market is still soft. Spot raws have been sold as low as 5.14, and sales for January and February shipments have been made as low as 5.02. This has caused the refined market to decline during the week, and practically all refiners are now quoting granulated at 7 cents. On the basis of the present raw market, it should be a ½ cent lower and unless something happens to raws about that much decline can be expected. The consumptive demand for sugar is poor.

Syrup and Molasses.

Glucose shows no change for the week. The situation is still firm. Compound syrup is in fair seasonable demand at unchanged prices. Sugar syrup and molasses unchanged and firm.

Fish.

The fish market is quiet, as it always is at this time of year. Prices on all grades of mackerel are firmly held, and it is possible that after the first of the year the prices may advance a little, because stocks are undoubtedly small. Cod, hake and haddock show no change, being still scarce and firm. Salmon of all grades has shown no change for the week, the public attention being concentrated on something else. Domestic sardines are very scarce and very high. There is no change in imported sardines.

Canned Goods.

Canned tomatoes are unchanged on last week's basis. There is no pressure to sell and very little inclination to buy. Corn and peas show no change for the week; demand seasonable. Apples quiet and still maintained on the recently reported high basis. California canned goods show no change and very little demand at the moment. Small Eastern staple canned goods are still scarce, ragged and high in price, but unchanged for the week.

Beans and Peas.

Pea beans show a decline of about 20 cents a bushel during the week, owing to weakness in the primary markets. The demand is moderate. Marrows are unchanged for the week; demand light. California limas are about ½ cent lower on spot, although the Coast market is unchanged and is about ½ cent above the parity of the Eastern market. Green and Scotch peas still very high and unchanged.

Butter.

The butter market is very firm but unchanged for the week, with a good consumptive demand. Receipts are light and strictly fancy butter is still very scarce. Undergrades, however, are a little freer. No immediate change is in sight.

Eggs.

The market for fresh eggs is firm and unchanged, with moderate receipts and a fair consumptive demand. There is cold weather in the producing sections and Southern eggs have not yet started to arrive. The market on storage eggs is firm and unchanged with a good demand. Stocks, generally speaking, are light and the market is likely to hold up for a while.

Cheese.

The cheese market is steady with a light consumptive demand. Receipts are very light and are showing defective quality. Advices from the country markets show an inclination to decline, and this is helped by the present lack of export demand. A decline of 1 to 1½ cents a pound is not unlikely.

Dried Fruits.

There is no change for the week in dried fruits, the market being neglected in everything. Prunes, apricots and peaches are all unchanged on last week's basis; demand quiet. The Raisin Association has found that it will have more sultana raisins than it expected, and will, therefore, deliver about 15 per cent. more than it promised some time ago, making a total delivery of 90 per cent. Currants remain nominally unchanged although some of the holders have cut prices during the week of about 1½ cents a pound.

Provisions.

Smoked meats are a little weaker for the week and show a decline of about ½ cent, due to the heavy consumption of poultry and fresh pork. Pure lard is steady and unchanged, with a fair demand. The production is light owing to the fact that the hogs are killed earlier than usual this year and are not in their usual fine fat condition. Compound lard is unchanged but an advance is expected within a week or ten days owing to the situation in cottonseed oil. Dried beef is firm and unchanged with a good demand. Barreled pork is steady and dull. Canned meats firm and unchanged.

Poultry.

Before the warm spell struck the market about the middle of the week, turkeys were ruling at 31 to 33 cents a pound. The warm weather caused a decline of from to 2 cents but not more than th The demand is fair and prices qui reasonable. Ducks were rath scarce, particularly the fresh fan ducks, and the market ruled at to 26 cents. Geese are also scar at 22 to 23 cents. Fowls ruled 24 to 25 cents. All poultry h been about 25 cents above last yea

INDIVIDUAL MARKET REPORT

Rice.

The movement for the past week h for the most part been of a somewh reassorting character, and with the ho iday period now actually confronting u no liberal operations are likely to undertaken before the New Year. Prin fancy Honduras are in scant supply a are commanding a premium. Receip are far below normal, due to the ge eral car shortage and embargoes st existant throughout the rice belt, and consequence the assortment of stoc are very poor, as almost every arriv is sold prior to its receipt at this poi

Advices from the South along the A lantic coast report that there has been improvement in the demand during th past week and the trade continues holiday aspect.

In the Interior, Southwest Louisian Texas and Arkansas, the rough ri market continues very slow—very fe sales being reported, due to lack of o ferings by the farmers, who are holdin out for higher prices than the presc market for clean warrants.

D. Talmage's Sons Co.
New York and New Orleans.

Imported Fish Specialties.

In our line of business the last fe months of the year usually show th largest amount of sales, but with th approaching holidays, business, as a rul slackens and gives our employees chance to get a much needed rest. Con trary to this rule, and in spite of th scarcity of imported foodstuffs, and th great difficulty in securing supplies, busi ness is keeping up as strong as ever an without any sign of slackening, in spit of the approaching holidays. It is prob ably because most of our domestic food stuffs have shown such enormous ad vances in price, while imported food stuffs are comparatively cheap.

Salt herrrings of all kinds are i very good demand. Of course, price for Holland herrings are not any highe than they were, and we do not look fo

The Honey Comb

Few can resist the tempting appeal of nature's delicious foodsweet in its dainty, wax comb cells.

AirlinE Honey

Absolutely Pure

The finest comb honey on the market. Each section is wrapped in attractive cartons and sealed. It is dust-proof and strictly sanitary. Order through your jobber.

AirlinE Bee Products TRADE MARK

Packed by THE A. I. ROOT CO.
Medina, Ohio

advances in that quarter, but there good demand for those, as well as all other kinds of herrings, and es are very firm.
s anticipated we have not received shipments of Norway mackerel, and ıot look for any this season. The ket is now practically clear of stocks Norwegian stockfish. The prices for commodity have been the highest on ırd, and in spite of these high prices trade has been buying, not as freely usual, but sufficient to supply the ıand. Those who stayed out of the ket and did not buy on account of extraordinary high prices, now re- that they have not bought, because could have sold the goods in spite the high prices.
nported sardines of all kinds are ing as well as ever, and prices are high as ever, and we can see no nce of lower prices in the very near ire with fish scarce, and all raw ma- als going steadily higher. Besides, fishing in Norway has been very un- sfactory of late and very little has n added to present stocks. No won- that shippers are asking full prices, getting them.

STROHMEYER & ARPE CO.
Iew York.

—

Sugar.

Refined Sugars.—The market con- ıes unchanged and quiet. All re- rs are quoting basis fine granulated cents, regular terms; although it is sible to buy from some refiners at htly below these prices. The demand been fair, but all for immediate uirements. We think the hand-to- uth policy of buying should be con- ıed. Most refiners can ship prompt- although shipments in transit are ving slow, owing to storm condi- ıs, and this has also interfered more less in making deliveries this week.
Raw Sugars.—The market has ruled ier, with sales reported 60,000 bags bas in port, at equal 5.14 cents, duty d, to American and Howell; also 000 bags new crop Cubas for Feb- ıry-March shipment at equal 4.89 ıts, duty paid, to Howell.

J. H. HUSTON CO., INC.
Philadelphia, Pa.

—

Foreign Grocery Specialties.

We have been saying right along that e of the very few articles that has shown any proportionate advance ce the beginning of the war was olive Now olive oil seems to be following the footsteps of other foodstuffs. ices during the last few weeks have vanced by leaps and bounds. freights higher, war risk insurance is higher, nplate from which the cans are made higher, the barrels in which the olive is shipped are very scarce and almost attainable in the olive producing ıntries. Shipping facilities are get- g scarcer. so it is no wonder that ces for olive oil have advanced, and r people in Italy tell us that we may ok for further advances, particularly the crop which was expected to be very good one, is turning out not half good as expected. We are having a rd time, indeed, to secure the right ality for our Re Umberto Olive Oil, cause we don't import anything but e very best that money can buy for s brand, and we have to pay big ney for what we are getting. For- ıately, we are getting our supplies, d hope that they will not run short ıe demand continues excellent and it ems that the American people are be- ıning to use olive oil more and more ery day. Of course, this is not to be ndered at if we compare the price of s very finest grade of pure edible ve oil with the price of cottonseed d other substitute oils. Considering e present market price for cottonseed , our Re Umberto and similar quali- s of olive oil should be selling at out 50 per cent. higher than it does ally sell for.

Everybody is trying to sell his garlic which is not of long-keeping quality, and except the long-keeping variety, garlic is a drug on the market to-day, and lower prices, of course, are the result.

Cables received to-day from Spain indicate a higher market for saffron.

STROHMEYER & ARPE CO.
New York.

—

Spices.

The market continues very active. Conditions remain unsettled, due to scarcity in so many grades and the uncertainty of shipping. Higher rates are now demanded for war risks on ocean tonnage.

Pepper.—Europe and the East are all higher in all grades. Our market is higher and has advanced during the week. Stocks are very short and indications point to further advances after the turn of the year.

Red Peppers.—In better demand at very steadier prices. The supplies here are very small.

Cloves.—Very active and higher, both here and abroad. There has been some large buying during the week. Indications point to very much higher prices.

Pimento (Allspice).—In wide demand at present. Higher prices are now quoted in Jamaica. Prices here are firmer, with a hardened tendency.

Mace.—Very much higher abroad, though unchanged here.

Nutmegs.—In wide and active consuming demand. Prices are stiffening in all grades and in all markets. Supplies here are very limited at present.

Cassias.—Higher prices are quoted from China and freight room is almost obsolete. Batavia and Saigon grades are firm, but unchanged.

Gingers.—Rather quiet at unchanged prices. with no features to report.

Tapiocas.—Very strong and active at slowly advancing prices for pearl, though flake is unchanged.

McCORMICK & Co.
Baltimore, Md.

CORRESPONDENCE.

Anybody Ever Hear of "Koaline?"

To the Editor.

Adamstown, Pa., Dec. 19, 1916.

Dear Sir:—Do you know anything about "Koaline," sold by Koaline Koal Works, Bradley Beach, N. J.? It is claimed to cut coal cost, make bright, hot, clean fires, less clinkers, cinders, ashes and soot. Thanking you for any information at your command, we beg to remain,

Very truly,
SNADER & Co.

The Koaline Koal Works is not even mentioned in the mercantile rating books. There have been many such schemes, but not one of them has amounted to anything.

* * *

Another Short Delivery Problem.

North Adams, Mass.,
December 18, 1916.

To the Editor.

Dear Sir:—I gave an order for ten cases of well known goods at a price, also the jobbing house through which they were to be shipped. The jobber's salesman was in my store at the time and accepted the order. I also specified date of delivery. They have never been delivered, although the jobbing house stands ready to deliver when the manufacturer delivers the goods to them. The manufacturer has directed the New York branch to deliver the goods to the jobber and I have their letter to that effect. The sore is, I don't get the goods and the cure I want to know. What is the value of the American Manufacturers' Association specialty stamp if it doesn't deliver.

Thanking you in advance, I am,
Yours truly,
M. VAN NESS BRAMAN.

P. S.—The goods ordered are nationally advertised.

Of course the specialty stamp has nothing to do with a situation like this. Your order was first with the manufacturer, with direction to ship through a certain jobber. But when the jobber's salesman accepted the order and agreed to deliver, the transaction was between you and the jobber and it is still between you. We should demand delivery from the jobber, as he is clearly responsible on your statement of facts. Even though the manufacturer will not deliver to the jobber, the jobber has no defense against you unless he has a contract with you which makes that a defense.

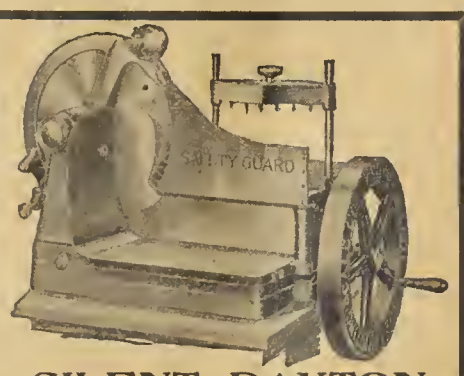
Store Prestige

Regardless of courteous salesmanship and prompt delivery service, the greatest factor in the successful operation of a retail store is *what* is sold and its quality.

The wise dealer knows this. He knows, too, that National Biscuit Company Products give his store a reputation for quality, a prestige that makes new customers and keeps old ones.

Through nation-wide advertising N. B. C. crackers, cookies, wafers and snaps are well and favorably known almost everywhere. Display N. B. C. Products in your store. Your customers will ask for them by name.

NATIONAL BISCUIT COMPANY



SILENT DAYTON
No. 10 MEAT SLICER

More Dayton Slicers are being sold than all other makes. There's a mighty good reason behind the marvelous growth of this new industry, and the reason is that there is nothing like it on the market at any price. It is the acme of perfection.

SEND FOR PARTICULARS
MONEYWEIGHT SCALE COMPANY
District Office: 1329 Arch St., Philadelphia, Pa.
Main Office: 326 W. Madison St., Chicago, Ill.

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The Hills Bros. Co., New York, will supply, advertising Dromedary Dates and Cocoanut, framed date signs, date hanger, yellow crepe paper, empty date cartons, cocoanut hanger and all material necessary for window displays.

Aunt Jemima Mills Co., St. Joseph, Mo. Supply dealers with cut-outs, hanging signs, window trims and leaflets, illustrated in colors advertising Aunt Jemima Pancake Flour and Aunt Jemima Buckwheat Flour.

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox-Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

The O. & W. Thum Co., Grand Rapids, Mich. Furnishes show cards, chandelier cards; also window trims—six pieces, on paper, in colors. One show card is sent in each case of 250 sheets. Tanglefoot Fly Paper.

The Southern Cotton Oil Co., 24 Broad street, New York. Furnishes recipe books, cut-outs, window transparencies, complete window trims, envelope stuffers, electros, lantern slides showing dealer's name, and other dealer-helps. Wesson Snowdrift Oil.

Loose-Wiles Biscuit Co., Long Island City, New York. Furnishes cut-out displays, store hangers, magazine advertisement reproductions, bill boards, sampling lists, and attractive blank cuts for retailers' advertising.

William J. Moxley, Inc., Philadelphia, Pa., will send to all dealers handling their butterine window trims, cut-outs, empty cartons, moving picture slides, quarter-pound samples and much other material of use in advertising and exploiting the goods.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet posters, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 132.

ive cases Dunham's Cocoanut; 5-t size, 23 cents per pound; 10-cent , 22 cents per pound; 20-cent size, cents per pound; 40-cent size, one nd each, 20 cents per pound. Good, n stock. Will exchange for a coffee l, either counter or alternating cur-t.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 138.

ix dozen Economy jars, pints, 30 ts a dozen, 7 dozen Economy jars, rts, 40 cents a dozen; 4 dozen Econ-y jars, half gallons, 50 cents a dozen. ntainers in good condition and the ce is 60 per cent. below original cost. One Peerless Suction Cleaner (sec-l-hand), as good as new; used very le; original price $14, now $5. This aner is a bargain. Hand operated.

P. L. CLASE, SON & CO.,
Oley, Pa.

Offer No. 139.

ve for sale Counters, Shelving, Bins, Caskey System, etc.

EMMETT J. BOYER,
Bowmanstown, Pa.

Offer No. 140.

Fifteen Kin-Hee Quick Coffee Pots, minum, six-cup capacity: wholesale antity price, $1.98; all or part of them $1.50 each.

Four cases Snowboy Washing Pow-, family size, 24s, at $2.95 per case.

Two cases Swift's Pride Washing wder, 100s, at $3.25 per case.

Two Vegetable Cases (Walker Bin), compartment, approximate measure-nts, 20 x 37 x 48; cost new $20 each, $5 each.

Two Loose-Wiles Biscuit and Cookie cks, 20-can capacity; cost $5 each, at 50 each.

All f. o. b. Horseheads, N. Y.

W. H. MYERS,
Horseheads, N. Y.

Offer No. 143.

One No. 1 Royal Coffee Roaster and ectric Motor, good as new; would like sell for $80. "J. S."

Care Grocery World Publication Co., 927 Arch St., Philadelphia.

Offer No. 144.

One 180-Account Recapitulator, made the American Sales Book Co., of mira, N. Y., in good condition; also a ling Box for sales slips, which goes th it. Cost new, $85; will sell for 5 cash, f. o. b. Freehold.

CHAS. MOUNT & CO.,
91 Throckmorton St., Freehold, N. J.

Offer No. 145.

Have for sale a half-horse power, rect current electric motor, complete ith Cutler-Hammar speed controller; l in perfect condition; price only $35.

Also a 4½-horse power gas engine, complete with new gas bag, spark coil, etc., at $30, for quick sale.

J. S. PETERS
415 Curtin St., South Williamsport, Pa.

Offer No. 147.

100 cakes Celluloid Starch, 5-cent cakes, at 3 cents per cake.

70 cakes Miller's Lasting Starch, 10-cent cakes, at 6 cents per cake.

25 cakes Miller's Lasting Starch, 5-cent cakes, at 3 cents per cake.

20 packages Brubaker's Creamed Pud-dine, 10-cent packages, at 6 cents per package.

60 cakes Brilliant Scouring Soap, 10-cent cakes, at 6 cents per cake.

30 cakes Hand Sapolio, 5-cent cakes, at 3 cents per cake.

25 cakes Enoch Morgan's Sapolio, 5-cent cakes, at 3 cents per cake.

100 cakes Milady Toilet Soap, 5-cent cakes, at 3 cents per cake.

All f. o. b. Lancaster, Pa.

FULTON GROCERY,
601 N. Plum St., Lancaster, Pa.

Offer No. 151.

Five dozen Ladies White Fine Ribbed White Fleeced Pants, size 36, Setsnug brand (6¾ lbs. to dozen on size 36), at $4 a dozen, f. o. b. Palmyra, Pa.

THEO. E. LERCH,
Palmyra, Pa.

Offer No. 152.

We have 16 pounds Tetley's Tea, which we will sell for 30 cents per lb.

Three Toledo Scales, Butchers' Ice Box, Meat Table, etc. Will sell cheap.

C. R. LEE,
212 Penna. Ave., Meadville, Pa.

Offer No. 153.

For sale. A lot of about 2,398 pieces of blue and white lined enamelware, known as the Ideal Agateware, and manufactured by the Cleveland Stamping and Enameling Co., and graded as first class. Will be very glad to mail a list to anyone interested in purchasing same. As the cost has advanced considerably, we will name an interesting price for a quick sale.

C. F. BONSOR & CO., INC.,
Philadelphia, Pa.

Offer No. 154.

One thousand dollar post office equipment, including 331 keyless lock boxes, has been left on our hands, because Government has moved to new building. If you are interested, make an offer.

M. L. JACKSON & SON,
Hammonton, N. J.

Offer No. 155.

Complete equipment of modern grocery store for sale, as follows:—

National cash register, total adder, check thrower, in perfect condition, used about three years; cost $350, sell for $100.

Time recording clock; cost $45, sell for $15.

Platform scale, weigh up to 750 pounds, $10.

Three counter scales, with weights, each $2.

About 60 feet hardwood fixtures, per foot, 25 cents.

About 40 feet hardwood counters, per foot, 40 cents.

Floor coffee mill; cost $30, sell for $10.

Two push carts, Acme style, each $10.

About 20 spice caddies, each 30 cents.

Four-chamber refrigerator, $15.

Cash desk, with drawer, $10.

Potato shovel, scoops, etc., at right prices.

Will sell as a whole, which will include all other equipment now in use, at $200. All guaranteed in good working condition; in use about five years. Can be seen at 1901 Orthodox street, Frankford. Possession any time after December 26, 1916.

Offer No. 156.

I have for sale one Pittsburgh lamp for store, valued at $3 wholesale, for $1.50.

Also one paper baler, valued at $12.50, we will take $8; has not been used very much.

Also a candy or notion show case, with 40 drawers, $12 when new, we will take $6.

Empty egg cases and empty carbide cans, 100-pound size.

J. MASQUELIER & BRO.,
McDonald, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by ten cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. tf

FOR SALE OR RENT

STORES.

FOR SALE.—Wishing to retire from the grocery business, I offer my business for sale at inventory. Doing $30,000 to $40,000 per year. Address G. H. Hullfish, 189 Neilson St., New Brunswick, N. J. 2

FOR SALE.—Store (20 x 35), stock and fixtures and ten-room dwelling. Suitable for any kind of business. Several large foundries expect to open up here soon. Will sell for $7,000, half cash, balance on first mortgage at 6 per cent. Address C. Eshler, Penns Station, Pa. 1

FOR SALE.—Grocery, centrally located in Lancaster, Pa. Stock and fixtures about $2,500. Building for reasonable rent. Address E. K., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FIXTURES.

FOR SALE.—We have one-half horse-power alternating current Enterprise meat chopper, in good condition; cost $145, will sell for $100. Address C. R. Lee, Meadville, Pa. 26

FOR SALE.—Toledo scale, self adder; cost new $150, will sell for $65; used only four months; good condition. Address L. Slater, 722 Walnut St., Reading, Pa. 1

BUSINESS OPPORTUNITIES

DO YOU WANT A REAL GOOD proposition, Mr. Live Wire Grocerman? Here's a going grocery department store in a city of 15,000 to sub-let. All modern fixtures, pulling good business. Only small capital necessary. Write quickly for particulars. Kratze Bros., Escanaba, Mich. 26

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.



We Are Helping You Sell Chase-O

Every new customer you get on **Chase-O** makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

This Space Reserved

for

C. Wilkinson's Sons

The manufacturers of nationally advertised products wish the retail and wholesale trade a most prosperous Christmas, and rejoice to feel that perhaps their advertising efforts have made the retailer's Christmas a little more prosperous than it otherwise might have been.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
Aunt Jemima Mills Co., "Aunt Jemima Pancake Flour" and "Aunt Jemima Buckwheat Flour"

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, DECEMBER 25, 1916.

	COL.
...onia	2
Grease	2
...g Powder	2
...y	11
...s	11
...ing—Shoe	2
...g—Dry	3
...g—Liquid	4
...llon Cubes and Liquids	11
...nes	24
...ners' Sundries	18
...r	4
...lles	4
...ied Goods	5
...ied Meats	6
...up	4
...al Specialties	12
...se	10
...ving Gum	20
...colate and Cocoa	7
...r	17
...nsers and Polishing Compounds	21
...anut	14
...ee Essence and Chicory	3
...meal	11
...starch	22
...lensed Milk	9
...Plug Tobacco	24
...nut Butter	17
...katessen	9
...sed Meats	18
Dressed Poultry	18
Dried Fruits	14
Drugs	18
Eggs	10
Evaporated Milk	9
Extracts and Essences	19
Fancy Groceries	10
Farinaceous Goods	11
Flour	11
Fresh Fish	14
Gelatine and Prepared Desserts	13
Green Coffee	3
Hominy	11
Honey	23
Horseradish	15
Ink	15
Jars and Jar Rubbers	4
Ketchup	5
Lamp Goods	15
Lard and Compounds	17
Laundry Crystals	22
Laundry Soaps	21
Laundry Starch	23
Lentils	11
Lime	16
Live Poultry	18
Lye	15
Macaroni	13
Maple Syrup	24
Matches	15
Mince Meat	16
Mustard—Prepared	22
Nuts	16
Oatmeal	11
Olives	16
Package Coffee	3
Paper	8
Peas	11
Peanut Butter	16
Pickled Meats and Fisb	10
Pickles	17
Plum Pudding	21
Popping Corn	12
Preserves, Jellies, Jams and Marmalades	18
Provisions	17
Prunes	15
Pure Olive Oil	16
Raisins	15
Refined Molasses and Syrups	23
Rice	20
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	23
Salad Dressing	20
Sal Soda	20
Salt	20
Saratoga Chips	12
Sardines	6
Sauces	21
Scouring Soaps	21
Scrapple	17
Seeds	12
Shoe Dressing	3
Smoked Fish, Codfish and Mackerel	13
Smoking Tobacco	24
Soap Powder	22
Soda—Bi-Carb	20
Soft Drinks	20
Soups	7
Spices	22
Stove Polish	21
Sugar	1
Sundries	23
Syrup and Molasses	28
Table and Cooking Oil	16
Tapioca	11
Tea	1
Tobacco—Plug	24
Toilet Soaps	21
Vinegar	17
Wood and Willow Ware	24
Yeast Cakes	24

ADVANCES.

	COL.
Butter	4
Eggs	10
Fresh Fish	14
Dressed Poultry	18

DECLINES.

	COL.
Sugar	1
Provisions	17
Lard and Compound	17

—1—

SUGAR.

	Barrels.
...Loaf	8.45
...le Tablets	9.30
...tal Dominoes, 24 5-lb. pkgs	10.35
" 60 2-lb. pkgs	10.35
...nt Cubes	7.80
...fectioners' Lozenge	7.45
...dered	7.40
...t Powdered	7.30
...sert and Table, 2-lb. cartons, 48 lbs.	7.70
...nulated, fine or standard, McCahan	7.35
" " Franklin	7.35
" extra fine, bbls	7.30
" " 2-lb. bags	7.80
" " 5-lb. bags	7.80
" " 10-lb. bags	7.70
" " 25-lb. bags	7.60
" " 100-lb. bags	7.30
" coarse	7.45
...fectioners' Crystal A	7.30
...onfectioners'	7.20
...o. 1	7.15
...o. 2	7.10
...nklin B	6.95
...ra C	6.70
	6.55

TEA.

	Per lb.	
...mosa—		
...xtra choicest, ½ and ¼ chests	.40	-.45
...hoice, ½ and ¼ chests	.35	-.38
...inest, ½ and ¼ chests	.27	-.30
...ine, ½ and ¼ chests	.23	-.25
...ong, black—		
...xtra choice, ½ and ¼ chests	.30	-.35
...hoice, ½ and ¼ chests	.27	-.29
...inest, ½ and ¼ chests	.25	-.27
...uperior, ½ and ¼ chests	.22	-.24
...glish Breakfast, black—		
...irst picking, ½ and ¼ chests	.30	-.35
...boicest, ½ and ¼ chests	.26	-.28
...ood to superior, ½ chests		.23
...irst crop, about 28-lb. original boxes		.27
...powder, green—		
...xtra firsts, ¼ chests	.35	-.38
...irsts, ¼ chests		.31
...xtra seconds, ¼ chests	.25	-.26
...econds, new, ¼ chests		.21
...perial, green—		
...irsts, ¼ chests		.38
...econds, ¼ chests		.20
...pan, green—		
...lay picklngs, ½ chests	.38	-.40
...irst crop, ½ and ¼ chests	.30	-.35
...econd crop, ½ chests	.28	-.30
...asket fire, uncolored, needle leaf, ¼ chests		.32
...ung Hyson, green—		
...irsts, ¼ chests	.35	-.37
...son, green—		
...xtra firsts, ½ chests	.35	-.40
...irsts, ½ chests	.28	-.32
...econds, ¼ chests	.25	-.27
...sam, black—		
...hoice, ½ chests		.31
...No. 1, extra quality, 20-lb. boxes		.34

...tley's, 1, ½ and ¼-lb. tins, ln 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
...Gold Label, I. and C	.75	.75	.75
...Buff Label, I. and C	.59	.60	.61
...Green Label, I. and C., Formosa Oolong or Mixed	.53	.54	.55
...Orange Pekoe	.59	.60	.61
...Red Label, I. and C. or Mixed	.47	.48	.49
...Sunflower, I. and C., Formosa Oolong or Mixed	.59	.60	.61

...Green Label, I. and C., 10c. 2-oz. tins, doz.	.90
...Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.	.90
...Sunflower, I. and C., Formosa Oolong or Mlxed, 3-lb. tins, per tln	1.65
...Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tln	2.70

—2—

Llpton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mlxed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.	.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.	.90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. palls, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz, per bbl.	12 25

Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.35
1-lb. cans, 1 doz	2.50
5-lb. cans, ½ doz	12.00
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.50

—3—

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medlum	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	.70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Dutch East India, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23
Mocba Seed Santos, extra fancy	.14
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13¾
Santos, fancy	.13
Rio, Golden, fancy	.13
Rlo, prlme	.11½

ROASTED COFFEE IN BULK.

Dutch East India	.30
" " 50-lb. lots	.29½
Mocha, finest	.27¾
Mocha Seed Santos, extra fancy	.18
Caracas, extra fancy, washed	.20¼
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.17½
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.15¾
Rio, prime	.14¼

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Arlosa (f. o. b. N. Y.)	18.50	18.60
Seven Day (f. o. b. N. Y.)	15.50	15.60

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ...per box	.....
Tomson-Hummels, tin, ½ gross ...per gross	2.60
" imp., ½ gross... "	2.15
Floto's, improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 3 doz	2.60
" No. 3, 3 doz	4.10
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per lb.	.36

—4—

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	5 15
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50
Sawyer's—	Per case
5c. size, 3 doz	1.45
10c. size, 3 doz	2.70

BUTTER.

	Per lb.
Star and Crescent Creamery, 60-lb. tubs	.40
" cartons, prints, 30-lb. boxes	.41
Clover Leaf Creamery, 60-lb. tubs	.37
" cartons, prints, 30 lb. boxes	.38
Tub Butter—	
Creamery specials	.44
" extra, 60-lb. tubs	.43
" first, "	.42
" second, "	.40
" tblrd, "	.39
" dairy, extra, bakers' use, 30–60 lbs	.39
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.45
Print Butter—	
Gurnse, lbs. and ½ lbs.	.47
Awltru	.45
Honebe	.42
Star or S. D., 1 lb., 20–50 lb. bozes	.48
B. B., E. D., 20–50 lb. boxes	.46
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.45
Sheaf ("400"), Elgin, 20–50 lb. boxes	.44
Sheaf	.43
White Rock	.47

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs	.11¼
" 16s, 30 lbs	.12¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07¾
Searchlight, hotel, 16s, 30 lbs	.07¼
Peerless, hotel, 16s, 30 lbs.	.09¾
Bright Light, 16s, 30 sets to box, per box	1.25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.60
Quarts	5.10
Pints	4 85
"Good Luck" Rings—	Per gross
Case lots of 12 gross	.70
Less case lots	.75
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.20
Jelly glasses, fluted, bbls. 24 doz. per doz.	.17

CATSUP.

Snider's—	Per doz.
16 oz., 2 doz	.....
8 oz., 2 doz	.....
Ritter's—	
Tomato. ½ pint, 2 doz	.....
Tabasco, ½ pint, 2 doz	.....

—5—

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.90
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

CANNED GOODS.

Baked Beans—	
Ritter's	.....
B. & M., No. 2	.....
Campbell's, 16 oz., tomato sauce or Boston style ....per case	.....
Snider's, No. 2	.....
Van Camp's, No. 2	1.60
Cruikshank's, No. 2	.....
Heinz's, No 2	1.60
Dog's Head, No. 3	1.75
Vitcory, No. 1	.....
Tomatoes—	
Standard, New Jersey, No. 3	1.60
" Maryland, No. 2	1.10
" " No. 3	1.35
Lima Beans—	
Standard, New Jersey, No. 2	1.35
" Maryland, No. 2	1.35
Fancy, small, No. 2	1.85
String Beans—	
Standard, New York, No. 2	1.30
Extra fancy, New York. No. 2	2.20
Fancy, New York, No. 2	1.70
Standard, Maryland, No. 2	1.15
Red Kidney Beans—	
Standard, New York, No. 2	1.10
" Maryland, No. 2	1.00
" Illinois, No. 2	1.10
Corn—	
Standard, New York, No. 2	1.30
Fancy, New York, No. 2	1.35
Standard, Maryland, No. 2	1.30
" Maine, No. 2	1.35
Fancy, Maine, No. 2	1.65
Shoe Peg, No. 2	1.40
Whole grain, No. 2	.....
Peas—	
Standard, New York, No. 2	1.25
Sifted, New York, No. 2	1.60
Extra sifted, New York, No. 2	2.20
Standard, Southern, No. 2	1.10
Sifted, Southern, No. 2	1.20
Extra silted, Southern, No. 2	1.60
Standard, Indiana, No. 2	1.10
Sifted, Indiana, No. 2	1.20
Extra sifted, Indiana, No. 2	1.50
Standard, Wisconsin, No. 2	1.30
Sifted, Wisconsin, No. 2	1.60
Extra sifted, Wisconsin, No. 2	2.20
Beets—	
Standard, New York, No. 2	.....
" " No. 3	1.50
" New Jersey, No. 2	.....
" " No. 3	1.35
Succotash—	
Standard, New York, No. 2	1.25
Fancy, New York, No. 2	1.40
Standard, Maryland, No. 2	1.25
Fancy, Michigan, No. 2	1.40
Asparagus—	
Small, No. 2½	2.60
Medium, No. 2½	2.40
Large, No. 2½	2.80
Tips, No. 1	2.45
Pumpkins—	
Standard, New York, No. 3	1.35
" New Jersey, No. 3	1.25
Spinach—	
Standard, Maryland, No. 3	1.60
Sour Krout—	
Standard, New York, No. 3	1.65
" Maryland, No. 3	1.60

California Canned Fruit.

Apricots—	
Extra, No. 3	2.95
" No. 2½	2.35
Extra Standard, No. 2½	2.10
Standard, No. 2½	1.95
Bartlett Pears—	
Extra, No. 3	3.25
" No. 2½	2.70
Extra Standard, No. 2½	2.50
Standard, No. 2½	2.35
White Cherries—	
Extra, No. 3	3.75
" No. 2½	3.35
Extra Standard, No. 2½	2.95
Standard, No. 2½	2.60
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	3.15
" No. 2½	2.35
Extra Standard, No. 2½	2.00
Standard, No. 2½	1.75
Peaches, Lemon Cling—	
Extra, No. 3	3.15
" No. 2½	2.35
Extra Standard, No. 2½	2.00
Standard, No. 2½	1.75
Peaches, Yellow Crawford—	
Extra, No. 3	3.00
" No. 2½	2.20
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.60

Eastern Canned Fruits.

Apples—	
New York State, No. 3	1.10
" " No. 10	5.00
Blackberries—	
In syrup, No. 2	1.55
In water, No. 2	.....
Cherries—	
White Wax, light syrup, No. 2	1.50
" heavy syrup, No. 2	1.60
Peaches—	
Table, No. 3	1.45
Seconds, No. 3	1.25
Pie, No. 3	.95

—6—

Pears—	
Bartlett, Extra Standard, No. 2½	2.20
Keifer, syrup, No. 3	1.45
" water, No. 3	1.10
Plums—	
Heavy syrup, No. 2½	1.60
Light syrup, No. 2½	1.40
Blueberries—	
Maine, in water, No. 2	1.50
Strawberries—	
Extra preserved, No. 2	2.00
Preserved, No. 2	1.75
In water, No. 2	1.40
Pineapples—	
Hawaiian, Extra, No. 2½	2.35
" Standard, No. 2½	2.10
" Extra, No. 2	1.65
" Standard, No. 2	1.50

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.45
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 3, 2 doz	1.75
Gold Label, No. 1, 4 doz	.....
Lobster—	
B. & M., No. 1, flat, 2 doz.	6.50
" No. ½, flat, 4 doz	3.25
Star, No. ¼, flat, 4 doz	1.75
" No. ⅛, flat, 4 doz	2.85
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.60
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Oysters—	
Boyer's, No. 1, 2 doz	1.00
" No. 2, 2 doz	.....
Victory, No. 1, 2 doz	.90
Kippered Herring—	
Maconochie's, plain	2.40
Salmon—	
Hapgood's, No. 1, tall	2.50
" No. 1, flat	2.65
Fancy Sockeye, No. 1, flat	2.75
" No. 1, tall	2.45
" No. ½, flat	1.80
Alaska, red, tall	2.00
" medium red, tall	1.75
" pink, No. 1, tall	1.30
Shrimps, No. 1, wet	1.15

SARDINES—Imported.

	Per case
Argonautes, ¼s, 100	14.00
Puppy, smoked, ¼s, key, 100	13.50
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	18.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	18.00
" ½s, tomato sauce, 50	17.00
Sea Queen, ¼s, olive oil, 100	17.00
Sea Pearl, ¼s, olive oil, 100	15.00
Tea Time, ¼s, olive oil, 100	13.00
"Herringlets," olive oil, 50	9.00
Boullion "Herringlets," 50	8.00
Norwegian—	
King George, ¼	16.00
Nansen brand, ¼	14.00
Portugese—	
Marie Ellzabeth, ¼, plain	14.00
" ¼, boneless	18.00
" ¼, peeled and boneless	19.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Mariner brand, carton, ¼s, 100	3.90
Mustard—	
Irma, ⅛s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ⅛s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50

CANNED MEATS.

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	1.00
Armour's, Helmet brand—	
No. ¼, 4 doz	.50
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.55
Tongue, No. ¼, 2 doz	1.55
Libby's—	
No. ¼, 4 doz	.42½

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	.....	.....
Tongue	.....	.....
Chicken	.....	.....
Turkey	.....	.....

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	27.00

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Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	.....
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	.....
" No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	.....
" No. 1	.....
Turkey, No. ½	.....
" No. 1	.....
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	11.50
" " No. 2½	16.00

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—			
Readymaid Concentrated Soups—			Per doz.
Twelve varieties, 10½ oz., 4 doz			.90
Soups—	Quarts.	Plnts.	½-Pints.
Assorted	3.45	1.95	1.10
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
Armour's—			Per doz
All kinds, No. 1, 4 oz			1.00
Campbell's, No. 18, 10½ oz., 4 doz.—			Per case
Tomato			3.80
Other kinds			3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—	Quarts.	Plnts.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb.
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.21
American Milk, 5c. pkgs., 24 to box	.85
" 10c, pkgs., 12 to box	.85
Walter Baker & Co.'s—	Per lb.
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
Opler Brothers—	
Tin, 5c. size, 1-10 lb., 48 to box ..... per box	1.75
" 10c. size, 1-5 lb., 30 to box ..... per lb.	.34
" ½-lb. size, 12 to box ..... "	.33
" 1-lb. size, 12 to box ..... "	.32
Glass, 5c. size, 1-10 lb., 48 to box ..per box	1.90
" 10c. size, 1-5 lb., 42 to box ...per doz.	.90
" ½-lb. size, 12 to box ..... per box	1.70
" 1-lb. size, 12 to box ..... "	2.40
" 12-oz. jar, 12 to box ..... "	2.00
Eating, 3c. Milk, 40 to box ..... per box	.80
" 5c. Milk, 24 to box ..... "	.80
" 10c. Milk, 12 to box ..... "	.80
" 3c. Vanilla, 40 to box ..... "	.80
" 5c. Vanilla, 24 to box ..... "	.80
" 5c. Almond, 24 to box ..... "	.80
" 10c. Almond, 12 to box ..... "	.80
Hershey's—	Per box
Milk, 24s	.85
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.28
" " ¼ lb. size, 6 or 12 lb. bxs.	.29
" " ⅛ lb. size, 6 or 12 lb. bxs.	.30
Blooker's Cocoa—	Per doz
Round tins, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Square tins, ½-lb. tins, 12-lb. box "	.45
" ½-lb. tins, 12-lb. box "	.44
" 1-lb. tins, 12-lb. box "	.43
" 2-lb. tins, 12-lb. box "	.42
" 5-lb. tins, 60-lb. box "	.41
" 10-lb. bags, 100-lb. case "	.40
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34

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Dairy Milk Chocolate, 24 cakes to carton	
Almond Bars, 24 cakes to carton	
" 12 10c. cakes to carton	
Vanilla Sweet Chocolate, 24 cakes to carton	
" " ¼s, 6 and 12-lb. boxes	
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	
Vienna Sweet, ¼s, 6 and 12-lb. boxes	
Chocolatina, 24 cans to box	1.
Lowney's—	Pe
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.	
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.
Almond Milk Chocolate, 24 5c. pkgs. in box, per box	
Milk Chocolate, 50 5c. pkgs. in box, per box	1
Milk Chocolate, 25 5c. pkgs. in box, per box	
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	
Stollwerck's Gold Brand Cooking Chocolate—	Pe
No. 300, unsweetened, ½ and ¼-lb. pkgs	
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	
Stollwerck's Gold Brand Plain Eating Chocolate—	Per
No. 1, 25c. size, 6 tablets in box	1
No. 3, 10c. size, 24 tablets in box	1.
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25c. size, 6 tablets in box	1.
No. 53, 10c. size, 24 tablets in box	1.
Stollwerck's Cocoa—	Pe
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	

PAPER.

Scot Paper Co.—	
Stock No. 45, Scot Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	5.0
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	4
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	5.
Scot Tissue Folded Towels, 11x15, 150 to carton, 25 cartons	7.0
Scot Tissue Roll Towels, standard size, 11x15, 150 to roll, 25 rolls	7.5
Manilla—	
All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per re
15x20, 5 reams in bundle	.9
20x30, "	
24x36, "	
Butter Parchment—	Per p
9x12, 1,000 sheets	1.2
Toilet—	Per c
Extra quality, 100 rolls	4.7
Good quality, 100 rolls	3.8
Butter, Wax—	Per p
9x12, about 480 sheets	.2

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wo Heav Dra
¼ lb.	15M	.93	.7
½ "	10M	1 12	.9
1 "	8M	1.50	1 2
2 "	6M	2.00	1.6
3 "	5M	2.37	1.9
4 "	4M	2.94	2 4
5 "	3M	3.38	2.8
6 "	3M	4.13	3.4
8 "	2M	4.82	4.0
10 "	2M	5.46	4.5
12 "	2M	6.39	5.3
14 "	1M	8.08	6.7
16 "	1M	8.64	7.2
20 "	1M	9.71	8.0
25 "	1M	10.74	8.9

Flour Sacks, satchel bottom—	Majestic Extra Heavy	Plai per
12½ lbs., ⅛ bbl		.68
24½ lbs., ¼ bbl		1.40
49 lbs., ½ bbl		2.38
No. 2, Manilla, light weight—		Per
12 in. rolls		.06
15 "		.06
18 "		.06
20 "		.06
24 "		.06
Silk Fibre, No. 1—		
9 in. rolls		.07
12 "		.07
15 "		.07
18 "		.07
20 "		.07
24 "		.07
30 "		.07

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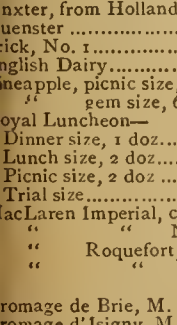
CONDENSED MILK.

	Per case
e, 4 doz	7.35
2 doz	3.70
enge, 4 doz	5.40
olia, 4 doz	6.05
, 4 doz	4.75
, 1 doz., glass	2.25
nsular, 4 doz.	5.50
4 doz	6.05

EVAPORATED MILK.

en's, Peerless brand, tall	4.75
" small, 6 doz	3.50
" family size	4.05
r Cow, small, 6 doz	3.50
harles, small, 6 doz	3.50
" tall	4.75
" confectioners' size	4.75
l, tall	4.75
small, 6 doz	3.50

HIRES CONDENSED MILK



	Per case
Silver	$6.05
Hires	5.75
Queen	5.75
Premium	5.35
Gold (Baby)	3.40
Gold (Tall)	4.50
St. Elmo	4.55

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

he pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	
in Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
pared Mustard, bbls.	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg.	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
pared Special, with spoon, 2 doz	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

menthaler Swiss, selected, tub		
" " loaf,	less	
p Sago, 3 to lb	cask,	per lb.
" " less than cask,	"	
quefort	12 in case,	
" less than case,	"	
rmesan, about 30 lbs	loaf,	"
" less than loaf,	"	
am, 12 in case	case	
" single		
" in tin	per lb.	
" 1-lb. tins	per case	
membert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium,	"	
p Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
rmesan, grated, ready for use, small bottles,	per doz.	2.50
mutzer Hand, 100 in box		
lelweis, Romatour and Bier-Kase	per doz.	
nerican Swiss, No. 1	loaf	
" No. 1	less than loaf	
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
mburger, No. 1	box and ½ box	.19
" No. 1	less than ½ box	.20
nxter, from Holland, in tins	per doz.	2.60
uenster	per lb.	.23
ick, No. 1	"	
nglish Dairy	"	.24
neapple, picnic size, 6 in box	per box	3.co
" gem size, 6 in box	"	2.25

oyal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
lacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
romage de Brie, M. C. C., 1 in box	1.55
romage d'Isigny, M. C. C., 6 in box	1.55
leufchatel, Cow brand, 25 in box	.95
tar Cream or Phila., 12 in box	1.90
liniature Cream or Phila., 12 in box	.95
land, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

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Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.		
Weiner Wurstel, 16 in tin	per doz.		
" 8 in tin	"		
Imported Cervelat Sausage, Rolff's	per lb.		
Imported Frankfurters	per doz.		
Goose Breast, imported, marked weight	per lb.		
Pate de fois Gras, small	per doz.	3.00	
American—	50 and 100-lb. boxes.		Less.
Cervelat, Circle S		.30	.31
" Diamond S		.29	.30
" Peutonic		.24	.25
" Gothaer		.33	.34
Salami, Circle S		.30	
" Diamond S		.29	
" G. A. P			
Landjager, short	per lb.	.35	
" long	"		
Mortadella, dry	"		
Knackwurst, 25 in box	per box	4.75	
"	per doz.	2.40	
Tongue Sausage	per lb.	.22	
Smoked Braunschweiger Liver Sausage	"	.21	
Lachs Ham	"	.46	
Petit Delicatess Frankfurters, plain	per doz.	1.00	
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00	
Lebanon Beef Balogna	per lb.	.22	
Paprika Speck	"	.18	
Mettwurst, half round	"	.25	
Liver Sausage, special, truffle, goose or sardellen	per lb.	.35	
Smoked Thuringer Blutwurst	"		
" Pfefferwurst	"		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, jars, pint	4.80
" " " quart	5.75
" " " 10-oz	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Bismarck Herring.

Round tins, with key, pint	per doz.	2.65
" " quart	per tin	.42
" " 2 quarts		.75
" " 4 quarts		1.25
Roll Mops, 4-quart tin		1.30
" 2-quart tin		.75
" quart tin		
Kruger's Roll and Brat Haring, oval tins, doz.		

Salt Sardellen.

Original packages, 1902	per anker	
Repacked, kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	5.25
" large tumblers	"	
" small tumblers	"	2.00

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-Chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs	per bag	
Green Kern	per lb.	.35
Potato Flour	"	.09½
German Dried Pears	"	
Dried Musbrooms	"	
Juniper Berries	"	.08
St. John's Bread	"	
Bay Leaves	"	.08

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	.26
Picnics, full cream, fancy, new, 20 lbs	.27
Swiss, domestic, about 30-lb. blocks	.30
" " about 70-lb. loaves	.30
McLaren's, medium, 2 doz	per doz. 1.35
" Club, 2 doz	" 1.00
Red Edam	each 1.65
Philo Cream, 1 doz. 10c. size	per doz. .95
Elkhorn Pimento, 1 doz	" 1.40

EGGS.

	Per doz.
Premier, XXX brand, selected	.45
Nearby, candled and selected, 30 doz	.53
Western, selected	.52
Milben Farm	.53
Awltru, packed in cartons	.46

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.33
Anchovies, in oil, 6 ring bottle	per doz.	6.50
" " 3 ring bottle	"	3.25
Capers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Canton Ginger, large pots, 6 to case	per case	
" medium, 12 to case	"	
" small, 24 to case	"	
Cherries in Maraschino, glass, 1 doz.	"	7.00
Clam Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
Currie Powder, pints	"	3.75
" 4 oz	"	2 40
" 2 oz	"	1.50
French Peas, extra fine	per case	21.00

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McCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.75
5-lb. cans	per tin	.75
14-lb. cans	"	1.75
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.33
Dinner		.42
Breakfast		.42
Red Pepper, ring, pints	per doz.	1.25
" " ½ plnts	"	.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Mushrooms—		Per case
First choice		42.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
Truffles—		Per tin
⅛		.20
⅛		.35
¼		.60
½		1.25
Shrimps, pickled, small size		.90
" Dunbar's, 2 doz	per doz.	2.75
Figs in Cordial, Bishop's, 1 doz	"	6.50
Crystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
Lime Juice, Rose's	"	5.00
Victor Rose Water	"	2.25
" Peach Water	"	2.25
Pitted Olives	"	5.25
The Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
Ameko Clam Bouillon—		
14-oz. bottles, 1 doz		3.75
Ameko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
Liebig's Oxo Cubes—		Per doz.
12 4s, 10c. size		.85
12 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65

FLOUR.

	Per bbl.
Ceresota	9.50
King Midas	9.60
Gold Medal	9.60
Millbourne	9.30
On Top	9.55
Pillsbury's Best	9.50
Semper Idem	8.35
Pride of the West	8.45
Sunbeam	8.35
Quaker	9.30
Blue Seal	8.60
Sunny White	9.30
Crocker's Best	9.20
Duluth Imperial	8.75

Self-Raising Flour.

Aunt Jemima Buckwheat, 36s	3.25
" Pancake, 18s	1.65
Teco Buckwheat Mixture, 30 10c. cartons	2.25
Teco Paucake Mixture, 30 10c. cartons	2.25

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .08¼
New York State Marrows, new, bags about 2½ bushel	8.10
Pea, fancy, new, bags about 2½ bushel	7.55
Red Kidney, 60 lbs. to bushel	8.35
Peas—	
Green, domestic, bags about 2½ bushel	
Yellow, split, domestic, 1 bushel bags	4.90
Lentils—	Per lb.
000000, 2 10-lb. bags	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.60
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.62½
" " table, 100 lbs	2.60
Farina—	
Hecker's Cream, 18 pkgs	
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.65
Grits, 100-lb. bags	" 2.62½
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	
Barley—	
No. 2, 100-lb. bags	4.20
No. 3, 100-lb. bags	4.20
Oatmeal—	
B, bbls	per bbl. 6.82
B, 100 lbs	per keg 3.55
Rolled Oats—	
Avena, 180 lbs	per bbl. 6.45
" 90 lbs	per keg 3.35
" 90 lbs	per sack 3.13
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 10c. size, 36 pkgs	per case 2.75

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CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Purina Bran Food, 12s	1.00
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	5.40
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	5.40
" " 18 2-lb. pkgs	2.70
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
Flaked Bran, 12 pkgs	1.30
Drinket, 12 cans to case	2.20
Cream of Barley, 36 pkgs.	4.35
" 18 pkgs.	2.20
A. B. C. Pearl Barley, 18 pkgs	1.35
A. B. C. Barley Pancake Flour, 18 pkgs	1.35
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.95
" " no china, 20s	3.95
" tins, 36s	4.10
Quaker Oatmeal, 24s	2.90
Old Fashion Scotch Brand Oatmeal, 24s	2.90
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.95
" " no china, 20s	3.95
" " aluminum asst., 20s	5.00
Royal Seal, 36s	4.10
Royal Seal Oats, regular, round, 36s	2.90
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.90
" yellow family, 10s	1.90
Quaker F. S. Hominy, pearl or gran., 24s	1.90
" " 10s	1.90
Mother's Hominy, pearl or gran., 24s	1.90
" Cornmeal, No. 2, white, round. 24s	1.90
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.90
Pettijohn's Breakfast Food, 18s	2.75
Quaker F. S. Farina, 24s	1.90
Saxon Wheat Food, 24s	3.35
Mother's Wheat Hearts, 18s	2.50
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	2.05
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	4.30
Sundries—	
Pettijohn's Bran Flour, 20s	4.75
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.95
Quaker Whole Wheat Flour, 10s	2.90
Schumacker XXX Graham, 10 10s-20 5s	4.95
Scotch Brand Pearl Barley, 24s	1.90
Holland Rusk—	
18 pkgs	1.40
36 pkgs	2.80
144 pkgs., individual	3.60
Freibofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

POPPING CORN.

Bradsbaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

SARATOGA CHIPS.

	Per lb
Barrels, 30 lbs	
Cases, 17 lbs.	
" 16 1-lb. cartons	
" 30 ½-lb. cartons	
10c. size	per doz.

SEEDS.

	Per lb.
Caraway	.40
Celery	.30
Poppy	.37
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.07½
Millet, 50 lbs	per bush. .50

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GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz., 4 pts	1.55
Per gross	18.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz., 4 pts	1.20
5 gross lots, with 3 doz. free	70.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.75
" Acidulated Gelatine, lemon flavor, 2 qt.	1.85
Cox's, instant powdered—	
Large	1.45
Small	.90
Large per gross	17.25
Small "	10.80
Puddine, assorted, 2 doz per case	1.80
Minute Gelatine, 15c. size, 36 pkgs. per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. per doz.	.90



Assorted Case,		Contains 3 dozen	$2.70
Lemon	(Straight)	Contains 3 dozen	$2.70
Orange	(Straight)	Contains 3 dozen	$2.70
Raspberry	(Straight)	Contains 3 dozen	$2.70
Strawberry	(Straight)	Contains 3 dozen	$2.70
Cherry	(Straight)	Contains 3 dozen	$2.70
Chocolate	(Straight)	Contains 3 dozen	$2.70
Peach	(Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.



Assorted Case,		Contains 3 dozen	$2.70
Chocolate	(Straight)	Contains 3 dozen	2.70
Vanilla	(Straight)	Contains 3 dozen	2.70
Strawberry	(Straight)	Contains 3 dozen	2.70
Lemon	(Straight)	Contains 3 dozen	2.70
Unflavored	(Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	
Coudes or Elbows, 24 1s	.14
Spagbetti, 25 1s	
Vermicelli, 25 1s	
Alphabet, 25 1s	

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, 17 oz	1.40
Freihofer's—	Per lb
Elbow Macaroni, 36 1s	.11
Straight Macaroni, 36 1s	.11
Pastels, 36 1s	.11
Spaghetti, 36 1s	.11
Elbow Spaghetti, 36 1s	.11
All styles, 10c	.07½
Noodles, ½ lb., 24s	.07
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07¾
Elbows, 25 lbs	.07¾
Spaghetti, 25 1s	.07¾

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No. 2	220-250	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15.60	8.00	1.75
Ex. Shore, No. 1	150-170	28.00	14.60	7.50	1.65
Ex. Shore, No. 2	190-220	27.00	14.10	7.25	1.60
Ex. Shore, No. 3	290-340	.....	.....	.....	.....
Ex Shore, No. 4	390-440	.....	.....	.....	.....
Fat Irish, No. 2	300-350	29.00	15.10	7.75	1.70
Fat Irish, No. 3	350-400	29.00	15 10	7.75	1.70
Fat Irish, No. 4	400-500	28.00	14.60	7.50	1.65
Fat Irish, No. 5	500-600	28.00	14.60	7.50	1.65
Large Cape Shore	100-120	20.00	10.60	5.50	1.25
Med. Cape Shore	150-180	21.00	11.10	5.75	1.30

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Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	.....	.....	.....	.....	.....
Shore, round, large	8.00	4.60	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	4.35	1.90	.48	.42
Salmon, large, red	30.00	15.60	8.00	1.75	1.45
Salmon Trout, pink	22.00	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.12
Gilt Edge, 40 lbs	.08½
Favorite, Middles, 60 lbs	.17

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.12½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Loose Codfish.

Bank Cod, large	.10
" medium	.09½
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring per box	.18
Boneless Herring, 10-lb. boxes per lb.	.15
Smoked Salmon, whole fish "	.33
Smoked Bloaters, 50s per box	.....

FRESH FISH.

	Per lb.
Hallbut	-.21
Bass Native	-.17
Salmon, fresh	-.23
Eastern Cod	-.16
Croakers	-.10
Large Hake	.06 - 09½
Haddock	-.09
White Cat Fish	-.15
Red Cat Fish	-.12
Spanish Mackerel	-.23
Snappers	-.12
Eels	-.12
Rock Fish	-.15
Lobsters	-.47
Flounders	-.11
Large White Perch	-.15
Sea Bass	.08 -.16
Blue Fish	.18 -.20
Porgies	-.08
Fresh Mackerel	-.20
King Fish	-.09
Weak Fish	.08 -.12
Butter Fish	.07 -.12
Tile	-.11

Steak Fish ½c. per lb. additional.

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.....
" 25 lbs	.....
" 50 pkgs	.....
Apricots—	
Extra choice, 25 lbs	.15½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Griffin, fancy, 25 lbs	.13½
Phoenix, fancy, 25 lbs	.09
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs	.18
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.....
Currants—	
Knighthood, 40 pkgs	.18¾
Valca, 24 1s	.20
Victor, fancy, 36 1s	.19½
Dates—	
Dromedary, 36 pkgs per case	3.35
Valca, pitted, 30 pkgs	.15
Unpitted, 36 pkgs	.....
Fard, 60 lbs., bulk	.14½
Hallowee, 70 lbs	.....
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs. per box	.....

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c. pkgs	2.20
30 10c. pkgs	2.10

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PRUNES.

California, 25-lb. boxes—	
30- 40	.11½
50- 60	.10¼
60- 70	.09¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
	Per box
Clusters, Imported—	
Extra Desserts, 20 pkgs	4.25
Connoisseur, 20 pkgs.	3.90
California Seedless—	Per lb.
Thompson, 50 lbs	.13¾
Sultana, fancy, 50 lbs	.42¾
California, Loose—	
Muscatels, 4 crown, 50 lbs	.....
" 1 crown, 50 lbs	.....
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09¾
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.....
Owl, fancy, 36 pkgs	.09⅛
Sun-Maid, 36s	.....
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.14¼

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.95
Milleman's, No. 8 bottles, 2 doz	.....
Schramm's, large tumbler, 2 doz	.82½
Sherbert glass, 2 doz	.55

INK.

Arnold's, black, 32 per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz per doz.	.35
Royal, black, 3 doz.	.30
Stafford, Commercial, 32	.80

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	4.20	4.20	4.5c
			Per doz.
Electric, No. 2			.90
" No. 2, slim			.90
Rochester, No. 2			.90
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	3.00
Cold Blast		5 doz.	3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.80	.90
" dec., "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.60	.65	.80

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.60
5 gal., Columbia	10.00
5 gal., Banner	12.00
5 gal., Climax, pump	12.50
5 gal., Home Rule, pump	13.50
Lanterns—	
No. 0, Standard	4.50
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	4.00
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.75
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.55
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.45
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.35
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Dorlc, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.75
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.60
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.65
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.40

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.65
Red Seal, sifting top cans, 4 doz	3.75

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MINCE MEAT.

Atmore & Son—	Pe
Celebrated Seedless—	
Quarters, 110 lbs	
Barrels and halves, 400 and 250 lbs	
Wooden pails, 20 and 40 lbs	
Keystone—	
Quarters, 110 lbs	
Barrels and halves, 400 and 250 lbs	
Wooden pails, 20 and 40 lbs	
Condensed, cartons 3 doz. to case	2.
" 6½ doz. to case	5.
Extra Family—	
Barrels, halves and quarters	
Wooden kits, 20, 40 and 68 lbs	
None Such—	Per
¼ gross	2
½ gross	5.

LIME.

	Pe
Chloride, Acme, sifting, 25-lb. boxes	
" " " " 3-box lots	
" Banner, sifting, 25 1s	

OLIVES.

	Per
Extra Queen—	
Imported, No. 10, 2 doz	1.
" No. 19, 1 doz	4.
" No. 32, 1 doz	6.
" No. 8, 4 doz	
Stuffed—	
Ring, 4 doz	
Fancy, No. 15, panel bottle, 2 doz	2.
" No. 10, panel bottle, 2 doz	1.

Ollves In bulk—	1-gal. pails.	2-gal. pails.	5-gal.
X	1.30	2.45	5.
XX	1.45	2.60	5.
XXX	1.50	2.70	5.
XXXX	1.60	2.90	6.
Mammoth	1.95	3.50	7.
Pails, large, 1 gal			1.

PURE OLIVE OIL.

	Per
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.
Large bottles	6.
Medium bottles	7.
Small bottles	4.
⅛-gal. tins, 5 gal	16.
¼-gal. tins, 10 gal	29.
½-gal. tins, 10 gal	28.
1-gal. tins, 10 gal	27.
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.
¼-gal. tins, 10 gal	27.
½-gal. tins, 10 gal	26.
1-gal. tins, 10 gal	25.

Bulk oil is packed in cases of 10 gal. each. For quantity than an original case add 10 cts. per gal

Trois Croix, Frenob, 8 ½-gal. cans	12.

TABLE AND COOKING OIL.

	Per
Mazola—	
24 5½-oz. bottles	1.
48 5½-oz. bottles	1.
Pint cans, 24 to case	2.
Quart cans, 12 to case	4.
Half-gallon, 12 to case	8.
Gallon cans, 6 to case	15.
5-gallon cans, 2 to case	12.
Wesson Oil—	Per
Small, 24 to case	5.
Medium, 12 to case	5.
Large, 6 to case	5.
5 Gallons, 2 to case	12.
Fancy, 8 cans per case	7.
Loubon, large, 1 doz	2.
Goldenoyle—	
4 doz. 7-oz. bottles	3.
2 doz. 21¾-oz. cans	5.
1 doz. ½-gal. cans	6.

PEANUT BUTTER.

	Per
McLaren's—	
Small, 2 doz	.85
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.
" 10-oz. jars, 1 doz	1.
" 6⅞-oz. jars, 2 doz	1.
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.
" No. 4 jars, 3 doz	.92

NUTS.

	Per
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.21
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.17
Filberts, bales, about 220 lbs	.16
Brazils, large, bags, about 180 lbs	.17
Pecans, large, bags, about 160 lbs	.16
" medium	
Mixed Table Nuts, 25 lbs	.18
Peanuts, Green—	
Jumbo	.08
Fancy, hand picked	.06
Peanuts, Roasted—	Per bush
Jumbo	2.00
Fancy, hand picked	1.50
Big Nickel 100 cartons	4.00

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DATENUT BUTTER.

	Per doz.
c, 1 doz	2.30
um, 2 doz	1.40
l, 2 doz	.90

PICKLES.

Cruikshank's Crubro Brand Bulk Pickles

t—	
gal. keg, 2100s	17.75
gal. keg, 1300s	12.00
gal. pail, 650s	6.25
gal. keg, 3600s	20.75
gal. keg, 2200s	14.25
gal. pail, 1100s	7.25
gal. keg, 5000s	22.25
gal. keg, 3000s	15.00
gal. pail, 1500s	7.75
gal. keg, 7500s	24.50
gal. keg, 4500s	16.50
gal. pail, 2250s	8.50
et Mixed—	
gal. keg	14.25
gal. keg	9.75
gal. pail	5.00
and Dill—	
gal. bbl., 1800s	19.75
gal. bbl., 1200s	13.50
gal. keg, 600s	7.25
gal. bbl., 2400s	21.25
gal. bbl., 1600s	14.50
gal. keg, 800s	7.75
gal. pail, 250s	2.85
gal. bbl., 3600s	22.75
gal. bbl., 2400s	15.50
gal. keg, 1200s	8.25
gal. pail, 350s	3.15
w-Chow—	
gal. keg	10.75
gal. keg	7.25
gal. pail	3.75
et Pickle Relish—	
gal. keg	14.25
gal. keg	9.75
gal. pail	5.00

VINEGAR.

	Per gal.
e Cider, 45 grain	.17
" 40 grain	.16
tilled, 45 grain	.10¾
" 40 grain	.09½
mented, 45 grain	.....
" 40 grain	.....
lkshank, distilled, white, per gal.	.....

CIDER.

ffy's, bbls. about 45-50 gals, per gal.	.18
" ½ bbls., 28 gals, per ½ bbl.	5.85
" kegs, 14 gals, per keg	3.17½

PROVISIONS.

emium Brand Hams, 8–10 lbs	.20½
" " 10–12 lbs	.20½
" " 14–16 lbs	.20¾
" Skinned Hams	.22
" Cooked Hams	.32¾
" Bacon	.25¼
" Dried Beef, insides	.34
" Beef, knuckles	.....
npire Brand Hams, 10–12 lbs	.19¾
" Skinned Hams, 18–20 lbs	.21
" Picnic Shoulders	.16¼
ams, skinback, 18–20 lbs	.20½
" 14–16 lbs	.20
" 8–12 lbs	.20
cnics, 6–8 lbs	.16
ried Beef, sets, city smoked	.35
" tenders and knucks	.35
" air dried, sets	.34
" " tenders and knucks	.35
isket Pork	.....
rsey Pork, butt, per bbl.	31.50
" family "	33.00
eakfast Bacon, rib in	.....
" boneless	.21
P. Bellies, 14 lbs. average	.17
logna, 25-lb. boxes	.....
iled Boneless Ham	.31
ef Tongues, smoked, 5–6 lbs, per lb.	.25
oked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

gt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80
uaker City Brand Sliced Bacon	.32
" " Sliced Beef	.40

SCRAPPLE.

	Per case
ogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

ity Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.19
Tubs, net	"	.18
No. 10 tins	6 in crate	12.60
No. 5 tins	12 in crate	12.67
No. 3 tins	20 in crate	12.75
ompound—		Per lb.
Tierces and tubs, about 340 lbs		.14⅞
60-lb. tubs		.15
10-lb. tin pails, 60 lbs		.15¼
5-lb. " 60 lbs		.15⅜
3-lb. " 60 lbs		.15½

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DRESSED MEATS.

City Dressed Stock—	Per lb.
Steers	.11 –.15
Heifers	.10 –.13½
Cows	.09 –.12½
Veal Calves	..... –.15
Extra Calves	.... –.17
Southerns and Barnyards	.11 –.13
Country Dressed	.14 –.15
Extras	..... –.16
Sheep	..... –.15
Extra Wethers	..... –.16
Lambs	..... –.20
Extra Lambs	..... –.21
Hogs	..... –.15

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	each	..... –.80
Cow Tongues		..... –.60
Calf Heads, scalded		.50 –.75
Sweetbreads, veal	per pair	.75 –.80
" beef	per lb.	.25 –.30
Calf Llvers	"	.25 –.30
Beef Kidneys	per doz.	1.25
Beef Livers		.10
Oxtails	per doz.	1.20
Hearts, beef	per lb.	.05
Rolls, beef		16.00
Tenderloin, beef, western		.22
Fresh Pork, loins, city		.17
" " western		.17

DRESSED POULTRY.

	Per lb.
Turkeys—	
Young hens and toms	.35 – 36
Old toms	.28 –.32
Common to good	.20 – 25
Broilers—	
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.32 –.34
Near-by, fresh killed, 2 to 4 lbs. per pair	.32 –.34
Frozen, 3 to 4 lbs. per pair	.32 –.34
Roasting Chicks—	
4 to 5 lbs. each	.23 –.25
3 to 3½ lbs. each	.22 –.23
Fowls—	
Fresh killed, 4 to 5 lbs. each	.23 –.24
" 3 to 3½ lbs. each	.21 –.22
Old cocks	..... –.19
Long Island Ducks, frozen	.26 –.27
Squabs—	Per doz.
Prime, fancy, large	5.75 –6.50
Mixed	3.00 –4.00
Small and dark	2.00 –3.00

LIVE POULTRY.

	Per lb.
Spring Chicks—	
1½ to 2 lbs. each	.21 –.23
Large	.21 –.23
Fowls	.18 –.19
Old cocks	..... – 14
Ducks—	
Young	.16 –.17
Old	.15 –.16
Turkeys	..... –.29

PRESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
Jellies—	
Ritter's, pure, assorted and grape	.95
" " currant	1.35
Schimmel's, 8-oz. tumblers	.95
National, 16 oz., 2 doz	1.10
" No. 3 F. T. tin, 2 lb. 6 oz. net	2.35
Preserves—	Per lb.
Ritter's, pure, 11½-oz. bottles	1.85
Schimmel's pure, 12-oz. jars, 2 doz...per doz.	1.75
National, 30-lb. pails	.10¾
Southwark, 30-lb. pails	.07¾
Jams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.50
Southwark, assorted, jars, 2 doz	1.10
Orange Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.75
Fruit Butters—	Per doz.
Apple, Southwark, 30 lbs, per lb.	.04¾
" Ritter's, 11-oz. octagon	.95
" Schimmel's, 30-lb. pails, per lb.	.07½
" " 3-lb. slip cover tins. 1 doz, per doz.	3.25
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.25
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.50
" Mother Cook's, No. 14, 2 doz...doz.	.85
Peach, 30-lb. pails, per lb.	.....

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.45	.85	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.....	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.75	.85	1.95
Godfrey's Cordial	.75	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

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Alum	per lb.	.13
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.16
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.85
" flakes, 250-lb. bbls	"	.12
" " less quantity	"	.13
" Tar Balls, 250-lb. bbls	"	.12
" " less quantity	"	.13
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.03
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.34½
" ¼-lb. pkgs., 50 lbs	"	.39
" ½-lb. pkgs., 50 lbs	"	.38
" 1-lb. pkgs., 50 lbs	"	.37
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.33
" granulated, about 100-lb. kegs	"	.33
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02
Iron Glue, McCormick & Co.—		
No. 5		.45
No. 10		.85
Tube V		.85
McCormick & Co., Bee Brand—		
Insect Powder, 25c. size		2.00
" BB, 10c. size		.85
Root Beer		.85
Talcum Powder		1.50
Triangular Quinine		1.75
Quinine Capsules		1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.25
" 18 oz.	"	8.50
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Linlment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Rellable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		5.20
72 10-oz. cartons		5.20
96 ¼-lb. cartons		3.40

Borax.

	Per lb.
Powdered, bulk	.12
Lump, bulk	.11
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	3.40
5-lb. pkgs., 60 lbs	.08⅞

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases, per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	1.60	3.25	6.00
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

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Crescent Manufacturing Co., Seattle	Per doz
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons, each	5.00
" gallons, each	9.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

RICE.



D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½
B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06½
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	7.00
Comet, natural brown, 1-lb. cartons, sterilized	7.00
Comet Cereal, 1-lb. cartons, sterilized	7.00
Sola Japan Unkoted	6.25
Dykeland, uncoated, No. 1 cartons	6.25

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.15
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.65
Packing, 70-lb. cotton bags	.50
" 140-lb. cotton bags	.95
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz, per doz.	.95
My Wife's, large, 1 doz	1.50
" small, 2 doz	.95

SAL SODA.

Barrels, 375 lbs, per 100	1.45
Kegs, 150 lbs, per 100	1.55
Granulated, 60-lb. boxes, per box	1.20
" Monogram Brand, 24 2½-lb. pkgs, per case	1.20

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.30
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

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SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, small	2.75
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

PLUM PUDDING.

Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	6.25
" " large, ¼ gross	10.20
" Liquid, large, ¼ gross	10.20
Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun per gross	10.20
Sun Paste, 5c. size	6.25
" 10c. size	10.20
X-Ray Stove Polish—	Per gross
Small	5.75
Large	10.20
Vulcanol—	Per gross
5c. size	6.25
10c. size	10.20

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz. per box	2.75
Babbitt's Cleanser, 5c. size 100 cans	3.85
" 5c. size 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz	2.50
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60
Sunbrite Cleanser, Swift, 50s	1.95

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	4.00
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	4.00
Borax, Pearl, Young & Co	40	40	3.20
Big Master, Lautz	100	...	4.00
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.25
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.15
5-case lots			4.10
Gloss, Lautz	100	...	3.75
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miners', Lautz	100	...	3.25
Mystic White Borax, Lautz	100	...	4.00
New Process, Lautz	25	...	3.80
"	30	...	3.80
Oak Leaf, Lautz	100	...	3.60
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.60
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy	100	5ct.	3.40
Saratoga, Lautz	120	...	2.50
Sunny Monday, Fairbanks	100	...	4.00
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			4.05
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.85
Pride, 100 bars			3.20
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Cygnet, floating, Young & Co., 6½ oz., 50 cakes per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Witch Hazel, 3 cakes per gross	3.50

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Swift & Co.—	
Vulcan Pumice, 100s	3.75
" 50s	1.90
Raven Tar, 100s	3.75
" 50s	1.90
Queen Regent, 100s	3.75
" 50s	1.90
Witch Hazel, 100s	3.75
" 50s	1.90

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.50
" " 100 5c	4.00
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.90
" " 100 5c. size	3.75
" " 24 family size	3.50
" " 20 laundry size, 4 teaspoons in each pkg	4.15
Snow Maid Scourer, Lautz, 60 cans	2.40
" " " 100 cans	3.75
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.85
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, 1/6 gross per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.95
Cruikshank, hexagon	.90

SPICES.

	50 lb.	6, 10, 25 lb.
B. Fischer's Finest Spices—		
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz		.80
McCormick & Co., Ground—	Per lb.	Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.46
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.20	.22
" Butchers'	.20	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.18
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.30
" large		.40
Pepper, black, original bags		.19
" less quantity		.20
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.05
" 48 1s	.05
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.06½
" 24 1-lb. pkgs	.06½
Cream, 48 1-lb. pkgs per case	3.60
Argo, 24 5c. pkgs per container	.92
" 48 5c. pkgs "	1.84
Buffalo Powdered, bbls	.03¾
Piel Bros.—	
P. Bros., 40 1-lb. pkgs	5.50
" 20 1-lb. pkgs	5.70
Hoosier, 40 1-lb. pkgs	5.70
" 20 1-lb. pkgs	5.75
P. Bros. Pulverized bbls.	4.50
Hoosier Pulverized "	4.35

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LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs per container	.95
" " 48 5c. pkgs "	1.88
" " 12 3-lb. cartons	.04¼
" " 8 5-lb. cartons	.04¼
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.05½
Best Gloss, bulk, 50 lbs	.04½
Niagara, Laundry, 50 lbs., bulk	.04¾
" 48 1-lb. pkgs	.06½
" 16 3-lb. cartons	.06½
" 6-lb. boxes	.07½
Piel Bros.—	
P. Bros., 48 1-lb. cartons	5.50
" 48 3-lb. cartons	5.50
" 12 6-lb. cartons	6.50
Hoosier, 24 5c. cartons	.95
" 10 3-lb. cartons	4.50
" 50 lb. cartons	4.25
P. Bros., 50-lb. cartons	4.50

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs per lb.	.06⅞
Weikel's, 24 pkgs per doz.	.90
Bird Gravel—	
Red, 36 pkgs per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 36 bricks per box	1.50
Toothpicks, Saginaw, 3 doz per doz.	.38
David's Liquid Glue, 1½ oz. "	.60
" Mucilage, 3 oz., dime per gross	6.75
" Cone General Mucilage, 1½ oz., 1 doz "	4.25
Le Page's Glue, bottle per doz.	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 2-oz. pkgs.	.20
10 oz., 2-oz. pkgs	.19
12 oz., 2-oz. pkgs.	.18
Wooden keg, ½-gross case, assorted, 6, 8, 10s per case	1.32
Matting Tacks—	Per doz.
No. 11, blued	.18
No. 12, "	.11
Fly Paper—	
Sticky 10 cartons	2.30
Tanglefoot 10 cartons	.....
Fly Ribbon, Tanglefoot, 50 per doz.	.80
Poison 1 doz. sheets	.20
I-X-L Poison 50 envelopes	.60
Wire Fly Swatters, leather bound per gross	3.85
Wax, white and yellow per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	1.00
" 60 feet	1.35
" 75 feet	1.55
" 90 feet	1.80
" 100 feet	2.00
Coils or spools, ¼ inch per lb.	.17
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. bales	.31½
Cones	.31½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.31
Extra choice, No. 3	.29

Glucose.

Globe 3/a, for confectionery per cwt.	4.25

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar, 2 doz	4.50

REFINED MOLASSES AND SYRUPS.

Karo—	
Cane flavor, 48 1½ lb	3.50
" 24 2 lb	2.10
" 12 5 lb	2.45
" 6 10 lb	2.30
Crystal white, 48 1½ lb	3.95
" 24 1½ lb	2.05
" 24 2 lb	2.45
" 24 2½ lb	2.85
" 12 5 lb	2.80
" 6 10 lb	2.65

—24—

	Per d
Jockey Club, Mason quart jars—	
4 doz. in bbl	.9
1 doz. in case	.9
Lyle's, imported, No. 2 cans, 2 doz.	2.8
Banner, in jars, compound	1.0
Family Corn and Cane—	Per d
No. 2, 2 doz	2.0
No. 2½, 2 doz	2.7
Duff's—	
No. 2½, screw cap, 2 doz	1.9
10c. size, 4 doz	.9
Nuorlyn—	Per d
No. 2, 2 doz	1.1
No. 2½, 2 doz	1.6
Perfection—	
No. 2, 2 doz	1.0
No. 2½, 2 doz	1.3
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.3
" " 2s	2.2
" " cups	1.4
Turkey, No. 2, 2 doz	1.0

MAPLE SYRUP.

Old Colony, large, 1 doz	2.3
" medium, 2 doz	1.4
Golden Tree, large, 1 doz	2.4
" medium, 2 doz	1.4

WOOD AND WILLOW WARE.

Brooms.

No.	Per d
6, R. P., fancy	3.7
7, "	4.0
6, Household	3.5
7, "	3.8
6, Monogram	...
7, "	4.1
Daisy	3.5

Butter Dishes.

Wire ends, 1 lb per 1000	1.5
" 2 lb. "	1.7

Clothes Pins.

5 gross per box	.7

BRUSHES.

Scrub Brushes.

No.	Per d
1, Extra fancy large grass	1.1
2, Marble	1.0
3, Grass	.9
4, "	.8
5, "	.4
6, "	1.0

Stove Brushes.

Wood Handles—	Per d
No. 34, fibre, strap handles	1.4

Shoe Brushes.

With Handles and Daubers—	Per d
No 0, All Mexican fibre	1.1
No. 1, Prepared fibre	1.4
No. 7, All pure bristles and full	2.0
No. 16, All pure bristles, socket dauber, solid back	2.6

Wall Brushes.

	Per d
7-in. Tampico	.5
No. 8, Family	1.0
No. 8, Hustler	...
No. 8, A	2.0
No. 10, A	2.5

Dusting Brushes.

No.	Per d
7X, 10c. size	1.1
8, Gray, patent fibre	1.7
18, All horse hair	2.1
21, " white tipped	2.5

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	.4
Newsboy	.4
Old Honesty	.4
Piper Heidsick	.7
Spear Head	.4
Standard Navy	.3
Toddy	.3
Vinco	.3
Town Talk	.3

SMOKING TOBACCO.

	Per gr
Duke's Mixture	6.2
Greenback	6.0
Honest	6.4
Miners' Extra, 10c. size	11.0
Pipe Smoking, 5c. size	5.8

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs per box	.58
Yeast Foam, 1½ doz "	.58

The W. J. McCAHAN SUGAR REFINING CO.



President, W. J. McCAHAN — Treasurer, THOMAS C. McCAHAN

Secretary, W. J. McCAHAN, Jr. — Manager, JAMES M. McCAHAN

SUGARS

Cubes, Powdered, Granulated, Fine Granulated, Coarse Granulated, Confectioners' "A," Pearl "A," Extra C Yellows, Nos. 10, 11, 12, 13 and 14

REFINERY
Tasker Street Wharf
Piers Nos. 67, 68 and 69
DELAWARE RIVER

SUGAR HOUSE
Northwest Corner
Water and Morris Streets

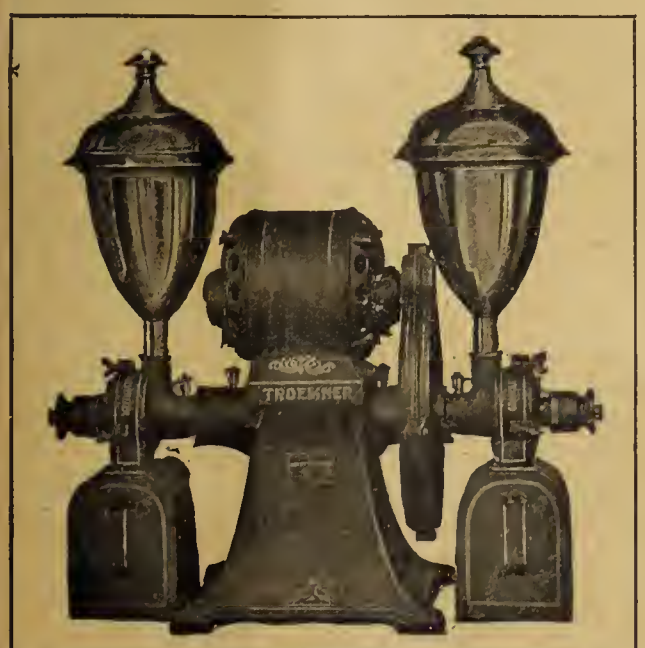
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Front and Chestnut Streets
PHILADELPHIA

HENRY TROEMNER'S
Electric Coffee Mills

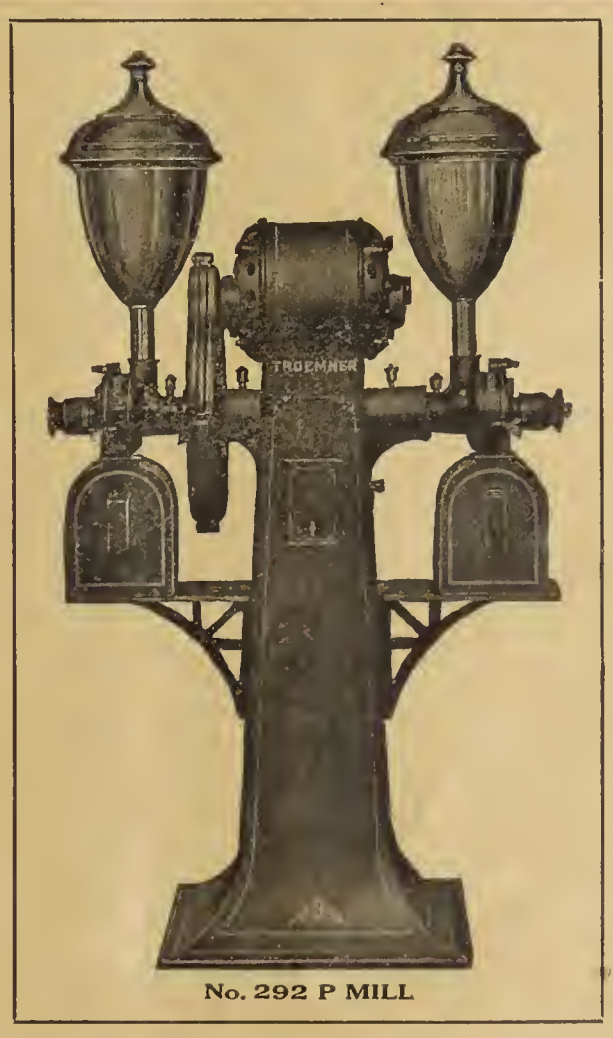
ARE THE FAVORITE MILLS

SAVING DOLLARS AND LABOR

THEY ARE FOOL PROOF



No. 292 MILL



No. 292 P MILL

ESTABLISHED 1840

Illustrations show mills fitted with direct-current motors; made also for alternating-current services.

Don't be talked into buying something "as good." There's nothing like or as good.

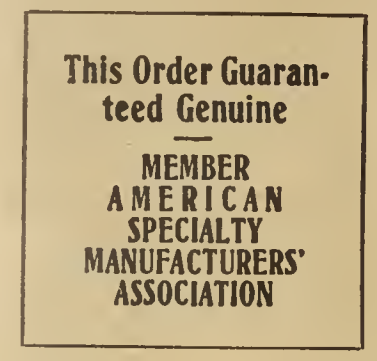
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No. 042 MILL

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HENRY TROEMNER, 911 Arch Street, Philadelphia, Pa.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Here Is the Contract That Did It:

Every jobber who handles stamped specialty orders gets the following agreement from the American Specialty Manufacturers' Association:—

> The American Specialty Manufacturers' Association further agrees that should any of such orders prove to be non-genuine or unauthorized and the goods, delivered in pursuance thereof, refused and returned for such reason, the member of this Association giving such order will pay to the above named Distributor (the jobber) the profit which would have accrued to such Distributor had the goods been duly accepted; provided, however, that the Distributor immediately upon the return of the goods, returns to the manufacturer, the aforesaid member, the original order with the reason for such return duly noted.

This is what revolutionized the specialty order business and made a stamped specialty order mean more than the unstamped order ever could have meant.

The jobber regards the stamped order as so much profit made and collected.

You, the retailer, are the direct beneficiary of this revolution, for now you get what you order and you get it at once—provided, of course, you have taken the precaution to see that the order bears the specialty stamp.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Rumford Chemical Works, Providence, R. I.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
B. T. Babbitt, New York, N. Y.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

Factory Branch
117 Callowhill St.
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Moxley's SPECIAL Oleomargarine

Factory Branch
120-122 First Ave.
Pittsburgh

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